



Zoom information: 275-698-2209
<https://zoom.us/j/2756982209>

In Attendance

Denise Daub
Kim Olver
Farida D'Silva Dias
Shruti Tekwani
Kalikamurti Saraswati Suich
Bette Blance
Koutare Ben Abbou
Gymy Lim
Eun-Jin Kim (EJ)
Lynn Sumida
Sonia Muñoz
Fumiko Hamada

Apologies

Denzyl Witbooi
Mohammed Ahmed Al Marhabi
John Cooper
Hana Al Sane

1. Attendance to check quorum requirements – Farida

Quorum established

2. Approve June & July 2021 minutes – Farida

- **June minutes**

Kalika moved
Lynn seconded

Shruti Tekwani	4
Kalikamurti Suich	5
Sonia Munoz	4
Koutare Ben Abbou	4
Gymy Lim	4
Lynn Sumida	4
Eun-Jin Kim (EJ)	4

Approved

- **July minutes**

Lynn moved
Sonia seconded



Shruti Tekwani	4
Kalikamurti Suich	4
Sonia Munoz	5
Koutare Ben Abbou	4
Gymy Lim	4
Lynn Sumida	4
Eun-Jin Kim (EJ)	4

Approved

3. Financial Report & Committee Report – Kalika
 - Motion: Kalikamurti Saraswati Suich
 - Seconder: Denzyl WitbooiJanuary-July financial report be accepted

Kalika reviewed PPT with board

- Presented information in a different way.
- Easier to understand

Shruti Tekwani	4
Kalikamurti Suich	5
Fumiko Hamada	4
Meenakshi Mhambre	4
Koutare Ben Abbou	4
Gymy Lim	4
Lynn Sumida	4
Eun-Jin Kim (EJ)	4

Motion passed

4. Share feedback of July 2021 meeting – Kim
 - MO's grateful to have the opportunity to meet in that way and for the organization, as well as, Lynn's facilitation.
 - Good focus for meaningful conversation
5. For discussion: Alternating monthly meetings between board & strategic planning meetings – Kim
 - Kim-Should MOs be invited to a strategic planning meeting in September?

- Kalika – use the template that is being designed for the strategic plan for WGI.
 - Ahmed has offered to do a presentation on the strategic plan PPT at the September meeting using a “mock” MO for the board.
- Lynn is concerned about having MOs at the meeting given that WGI still does not have their own strategic plan in place.
 - Suggestion for a combined agenda of business and strategic planning
- Farida-strategic planning committee should look at the plan before the board
- September will be a board meeting
- October strategic plan meeting with MOs
- November will be a board meeting
- December strategic plan meeting with MOs

Agreed that strategic planning needs to be a key priority of the board and that we want as much MO engagement as possible

6. For discussion: For productivity & time management, Committees to please send in reports if any and motions to Fumiko, 10 days before board meetings – Fumiko
 - Ensure everyone knows what committee they are part of and that there are chairs.
 - Please submit reports to board
 - Progress reports, questions, items for agenda and motions including moved by & seconded by, 10 days prior to board meeting so that the board can spend the time at the meetings making the decisions.
 - Encourage collaboration between committees.
 - Kim to send committee document including chairpersons for the committees.
 - Kim sent out an email for volunteers to be on GQS committee
 - Did not receive much feedback
 - Kim to send out another email reminding people about youth committee volunteers.
 - Lynn has someone interested in Research and GQS committees.
 - Lynn to send to Kim
 - No one is in charge of the research committee at this time.

7. Turkey – Farida
 - Not responding to emails
 - Person running Turkey does not have any training
 - Does not have a valid email address. Emails being bounced from MO email list.
 - Shruti’s experience in Turkey:
 - Nothing professional about anything that went on at Turkey.
 - Very difficult to communicate.
 - Not consistent as to whether or not they even want to be a MO.
 - Do not follow our guidelines.

- No one in charge has any RTCT training.
 - Kim-they do all kinds of trainings, not just RTCT training.
 - Kim to complete contact form on the website to try and reach them.
 - Farida will translate a message and send it to Kim to put in contact form on the website.
8. Youth Committee - Shruti agreed to be on the committee
- Kim to send an email out requesting for members.
 - Shruti will not chair, but is willing to send out emails and organize
9. GQS Committee and Paraphernalia – Sonia
- Next board meeting
10. Business arising
- A. Training committee report:
- Finalized training committee report to be sent by Kim for next month’s meeting.

Motion: Lynn move to approve training committee proposal to send out a poll regarding the summit

Shruti seconded.

Shruti Tekwani	4
Kalikamurti Suich	3
Fumiko Hamada	4
Koutare Ben Abbou	4
Gymy Lim	4
Lynn Sumida	5
Eun-Jin Kim (EJ)	4

B. Faculty Development bi-monthly sessions

- Possible presentations:
- How to internalize CT
- Invite contributions by Boba & Dubravka (2 sessions)
- Ali Sahebi -Neuroscience and CT
- Cellular biology & CT
- Quantum physics &CT

C. Symposium

- December 3rd date, not November 3rd for proposed symposium date. Later date so that there is no conflict with other MO conferences.

D. Suggested to have a survey to membership:

- What day of the week?
- What percentage of the day will be presentation & skill building (interactive presentation)
- Theme of symposium

E. Lynn:

How do we support our faculty?

Symposium – open platform for people to present & some interactive presentations

Date: Suggested date December 3rd (24 hours)

FYI Conferences and Events:

a) Japan in 2022 (tentative schedule)

- July 25-26 Board meeting
- July 27-30 WGI International conference
- July 31 Faculty retreat
- August 1 Board meeting

b) USA in 2024

c) Australia in 2026

September 17th- Ex meeting

September 24th- Board meeting

Motion to adjourn: Lynn

Seconded by Shruti

Farida D'Silva Dias, Chair
William Glasser International, Inc.

Kim Olver, President & Executive Director
William Glasser International, Inc.



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WGI Financial Performance

By

Finance, Investment & Business Development Committee

Aug 2021

Introduction



A budget is a short term business plan, normally one year span. This business plan is expressed in financial terms.

Budget role is to convert the Strategic Plan into an actionable blueprint for the near future. It defines precise targets concerning: Sales, Cash, Expenses, Human Resources requirements.

Budgeting is an annual practice any organization undertake.

WGI budget is a simple form of “Revenue / Expenses” budget.

Bi-annual financial report for WGI covers the first 6 months of 2021 performance, which is 50% of the year.

Performance



WGI achieves part of the budgeted target.

First: Income

Almost Achieved

- 1- Certification Program
- 2- Total Income

Overachievement (green color)

- 1- Membership
- 2- WGI Merchandise Sales

Income not Budgeted

- 1- Symposium
- 2- Miscellaneous income

Underachievement (red color)

- 1- Faculty Training & Endorsement
- 2- Take Charge of your Life
- 3- Workshop/Post-Certification Program
- 4- Donations
- 5- Online Sales
- 6- Business Development

Performance



Second: Expenditure

Under spending (green color)

- 1- Office Supplies
- 2- Printing
- 3- Insurance
- 4- Telephone & Communications
- 5- Total Expenses

Budgeted no sending

- 1- Legal Services
- 2- -Journal
- 3- Marketing & PR
- 4- Board Expenses
- 5- Research
- 6- Senior Faculty Consultant Fees
- 7- Emergancy Account

Sending as budgeted

- 1- Executive Director
- 2- Financial Manager, webmaster

Over spending (red color)

- 1- Accounting Services
- 2- IT Investment
- 3- Banking Charges
- 4- Postage
- 5- Conference Expenses
- 6- Affiliate Commissions
- 7- Transaction Fees

Not Budgeted no spending

- 1- Interest
- 2- Subscription/ Dues
- 3- Faculty Expenses

Reasons for the mis Achievement



- 1- Seasonality .
- 2- lack of Planning and target setting capabilities.
- 3- No clear business plan



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INCOME



	% of Total Budget	2021 Budget	Actual Year to Date	Achieve-me %
Certification Programs	39.9%	\$ 37,500.00	\$17,700.00	47.2%
Faculty Training and Endorsements	4.3%	\$ 4,000.00	\$ 915.00	22.9%
Take Charge of Your Life	3.6%	\$ 3,400.00	\$ 1,230.00	36.2%
Workshops/Post-Certification Programs	5.8%	\$ 5,500.00	\$ 285.00	5.2%
Membership	34.5%	\$ 32,500.00	\$23,098.00	71.1%
Donations	5.8%	\$ 5,500.00	\$ -	0.0%
Online Sales	0.1%	\$ 100.00	\$ -	0.0%
Business Development - MO Governance Packs	5.8%	\$ 5,500.00		0.0%
WGI Merchandise Sales	0.1%	\$ 100.00	\$ 180.00	180.0%
Symposium	7.1%		\$ 6,649.00	
Miscellaneous income	0.005%		\$ 5.00	
TOTAL INCOME		\$ 94,100.00	\$50,062.00	47.2%

Budgeted vs Actual Revenue Streams



	% of Total Budget	2021 Budget	Actual Year to Date	Achievement %
Certification Programs	40.0%	\$ 37,500.00	\$17,700.00	47.2%
Workshops/Post-Certification Programs	6.0%	\$ 5,500.00	\$ 285.00	5.2%
Membership	35.0%	\$ 32,500.00	\$23,098.00	71.1%
Donations	6.0%	\$ 5,500.00	\$ -	0.0%
Online Sales	10.0%	\$ 100.00	\$ -	0.0%
Business Development - MO Governance Packs	6.0%	\$ 5,500.00		0.0%
WGI Merchandise Sales	10.0%	\$ 100.00	\$ 180.00	180.0%
TOTAL INCOME		\$ 94,100.00	\$50,062.00	47.2%

Certification Programs

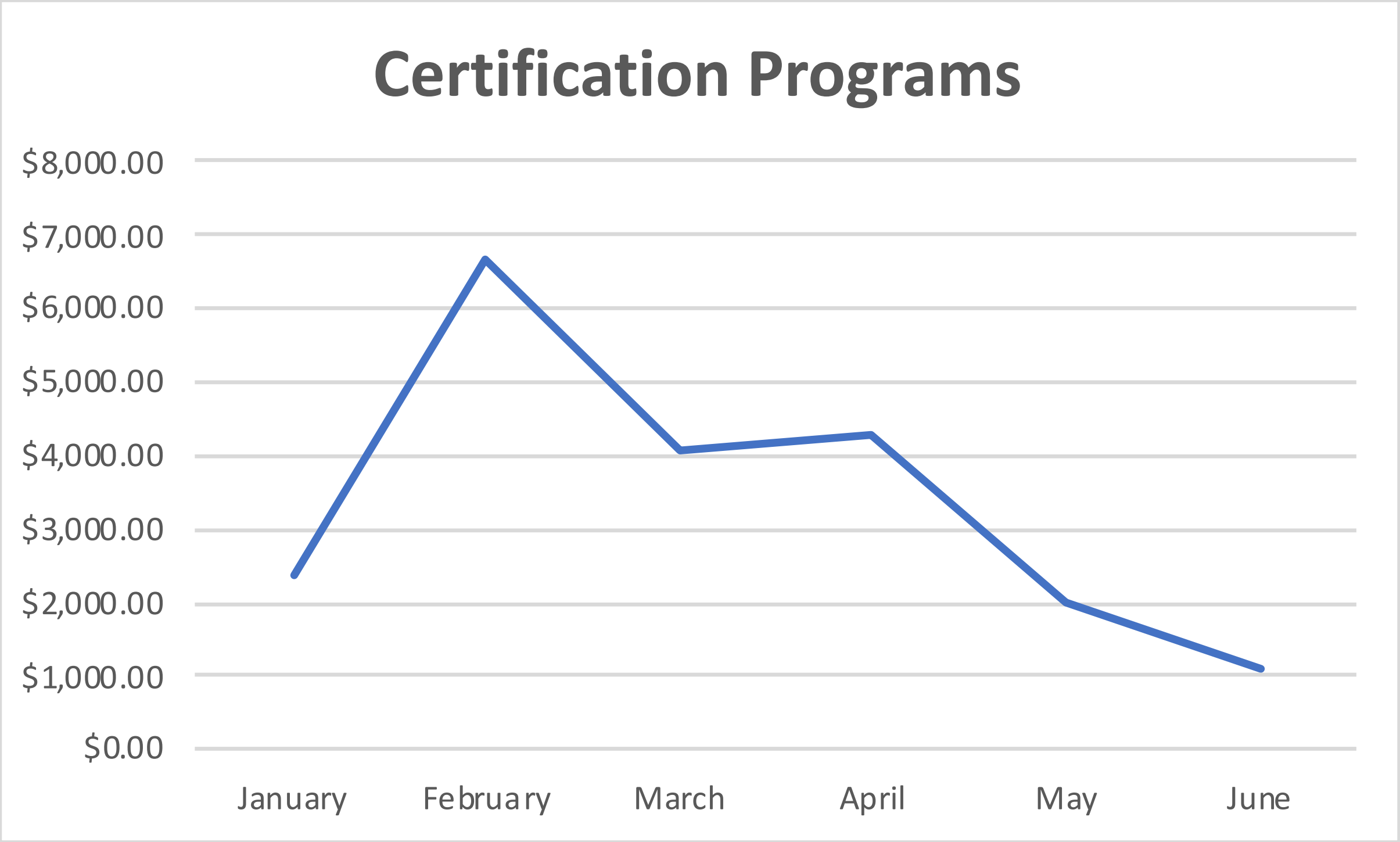


		January	February	March	April	May	June	TOTAL
Australia			\$3,560.00	\$980.00	\$3,600.00			8140
Canada				\$580.00				580
Colombia								0
EART								0
France								0
India		\$1,200.00						1200
Iran								0
Japan			\$280.00	\$840.00	\$780.00		\$540.00	2440
Korea						.		0
Kuwait			\$100.00					100
Norway								0
North				\$1,040.00				1040
Philippine								No training
Saudi				\$480.00	\$640.00			1120
Singapore			\$2,000.00					2000
South								Waiting for
Turkey								0
United								0
United			\$80.00			\$1,000.00		1080
Indiv w/								0
Foreign			-\$893.75	-\$1,113.52	-\$1,072.60			
TOTAL		\$1,200.00	\$5,126.25	\$2,806.48	\$3,947.40	\$1,000.00	\$540.00	\$17,700.00

Certification Programs



Certification Programs



Membership

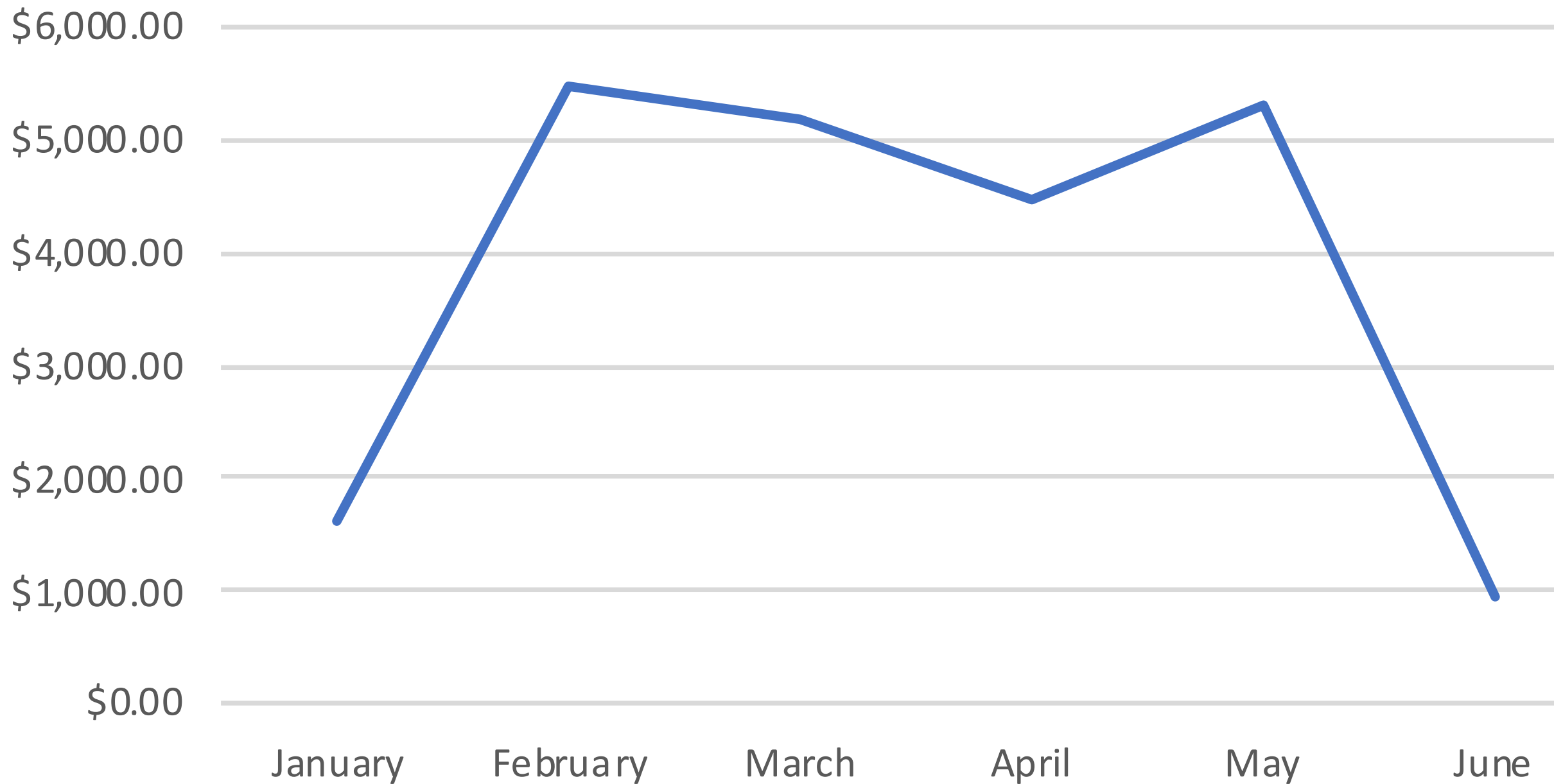


	January	February	March	April	May	June		Total
Australia			\$2,945.00	\$990.00	\$115.00			\$4050.00
Canada			\$105.00					\$105.00
Colombia						\$800.00		\$800.00
EIRT					\$2,700.00			\$2,700.00
France			\$210.00					\$210.00
India								0
Iran			\$168.00					\$168.00
Ireland				\$1,635.00				\$1,635.00
Japan		\$1,875.00		\$1,860.00				\$3,735.00
Korea					\$1,950.00			\$1,950.00
Kuwait	\$450.00							\$450.00
New	\$290.00							\$290.00
No. Africa								0
Philippine		\$1,020.00						\$1,020.00
Saudi			\$225.00					\$225.00
Singapore	\$885.00	\$95.00			\$10.00			\$990.00
South						\$150.00		\$150.00
United					\$30.00			\$30.00
United		\$2,475.00	\$1,515.00		\$600.00			\$4590.00
								0
Foreign					-107.17	-16.2		-123.37
TOTAL	\$1,625.00	\$5,465.00	\$5,168.00	\$4,485.00	\$5,297.83	\$933.80	\$0.00	\$22,974.63

Membership

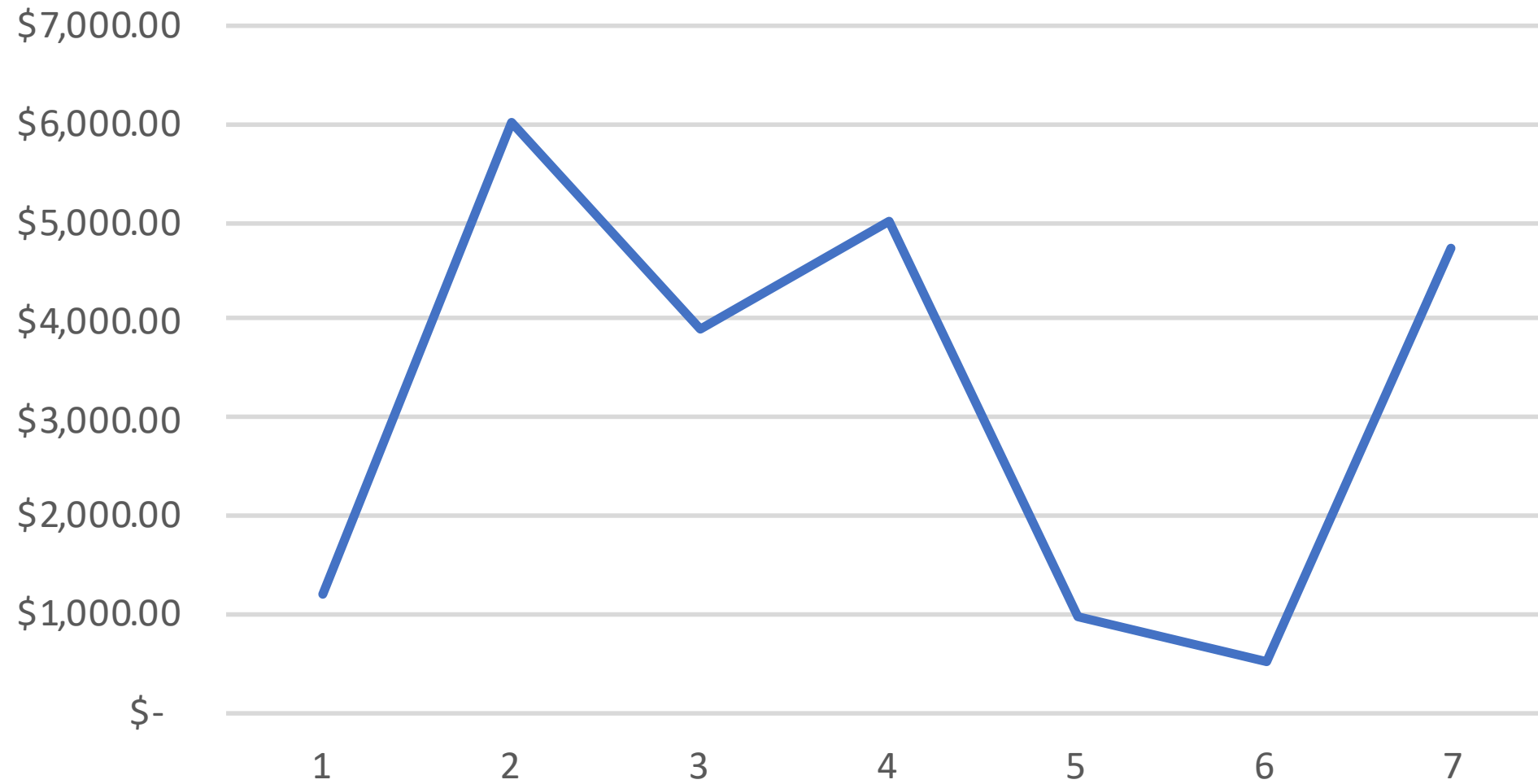


Membership

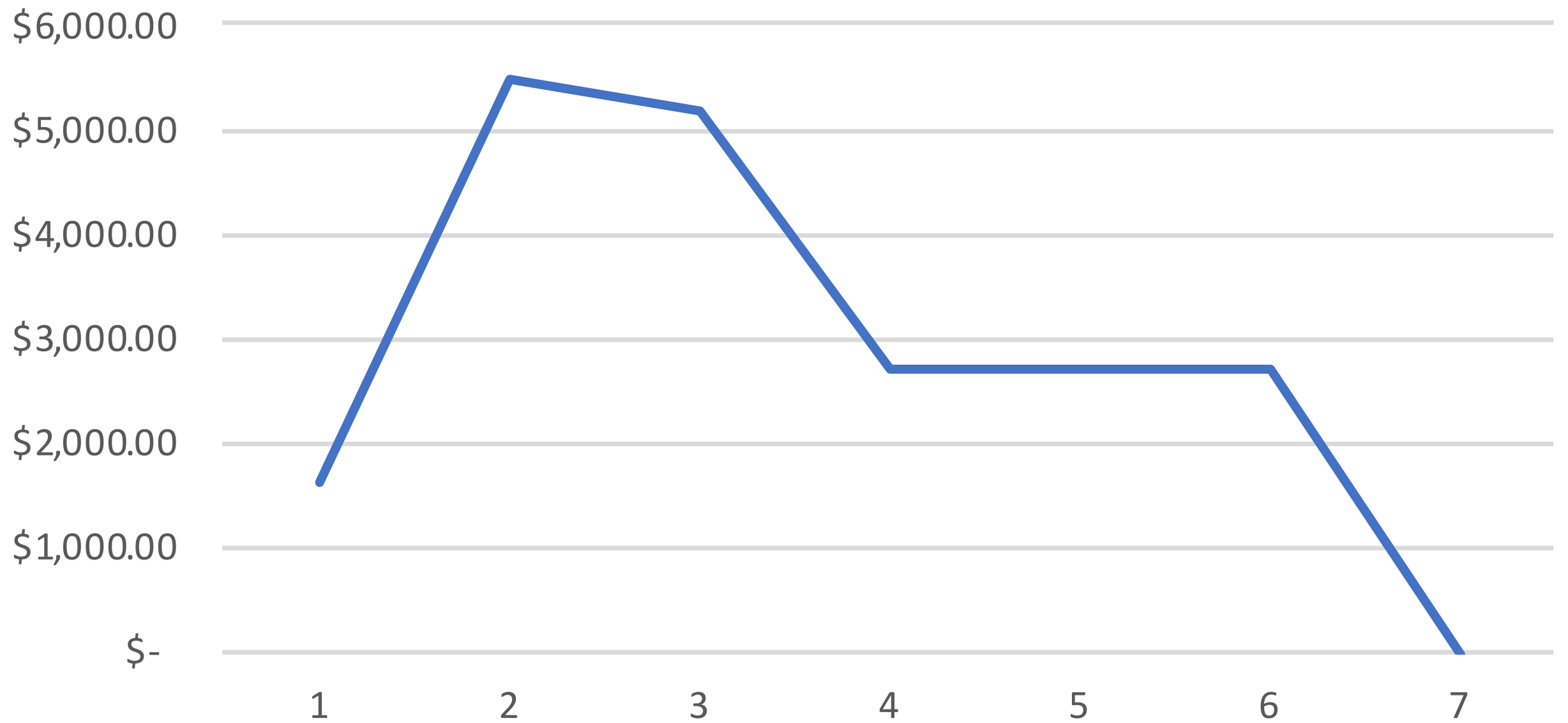


Up to end of July 2021	2021	Actual Year	58.333%
INCOME			
Certification Programs	\$37,500.00	\$22,420.00	60%
Faculty Training and Endorsements	\$4,000.00	\$915.00	23%
Take Charge of Your Life	\$3,400.00	\$1,495.00	44%
Workshops/Post-Certification Programs	\$5,500.00	\$285.00	5%
Membership	\$32,500.00	\$23,543.00	72%
Donations	\$5,500.00	\$	0%
Online Sales	\$100.00	\$	0%
Business Development - MO Governance	\$5,500.00		0%
WGI Merchandise Sales	\$100.00	\$180.00	180%
Symposium		\$6,649.00	7%
Miscellaneous income	\$	\$5.00	0%
TOTAL INCOME	\$94,100.00	\$55,492.00	59%

Certification Program



Membership





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EXPENDITURE BUDGET



EXPENDITURE				
Executive Director	40.6%	\$37,200.00	\$ 18,600.00	50.0%
Financial Manager, Webmaster, Clerical & Data	19.7%	\$18,000.00	\$ 9,000.00	50.0%
Legal services	1.6%	\$1,500.00	\$ -	0.0%
Accounting services	2.2%	\$2,000.00	\$ 1,470.00	73.5%
Journal	0.5%	\$ 500.00	\$ -	0.0%
Marketing and PR	3.3%	\$3,000.00	\$ -	0.0%
IT Investments & Expenses	3.3%	\$3,000.00	\$ 2,664.03	88.8%
Office Supplies	0.5%	\$ 500.00	\$ 192.20	38.4%
Printing	0.8%	\$ 750.00	\$ 200.37	26.7%
Banking charges/Paypal fees	2.2%	\$2,000.00	\$ 2,138.37	106.9%
Transaction Fees/Foreign Exchange Rate	0.0%		\$ 3,224.93	
Interest	0.0%	\$ -	\$ -	
Insurance	4.4%	\$4,000.00	\$ 1,827.00	45.7%
Telephone & Communications	0.8%	\$ 750.00	\$ 273.85	36.5%
Postage	0.4%	\$ 400.00	\$ 437.85	109.5%
Board Expenses	10.9%	\$10,000.00	\$ -	0.0%
Conference Expenses	0.0%		\$ (1,659.88)	
Research	1.1%	\$1,000.00	\$ -	0.0%
Senior Faculty Consultant Fees	2.2%	\$2,000.00	\$ -	0.0%
Emergency Account	5.5%	\$5,000.00	\$ -	0.0%
Subscription/Dues	0.0%		\$ -	
Faculty Expenses/Outside Consultant	0.0%		\$ -	
Affiliate Commissions	0.0%		\$ 189.00	
TOTAL EXPENSES		\$91,600.00	\$ 38,557.72	42.1%

EXPENDITURE					
1	Executive Director	40.6%	\$ 37,200.00	\$ 18,600.00	50.0%
2	Financial Manager, Webmaster, Clerical & Data En	19.7%	\$ 18,000.00	\$ 9,000.00	50.0%
3	Legal services	1.6%	\$ 1,500.00	\$ -	0.0%
4	Journal	0.5%	\$ 500.00	\$ -	0.0%
5	Marketing and PR	3.3%	\$ 3,000.00	\$ -	0.0%
6	Office Supplies	0.5%	\$ 500.00	\$ 192.20	38.4%
7	Printing	0.8%	\$ 750.00	\$ 200.37	26.7%
8	Interest	0.0%	\$ -	\$ -	
9	Insurance	4.4%	\$ 4,000.00	\$ 1,827.00	45.7%
10	Telephone & Communications	0.8%	\$ 750.00	\$ 273.85	36.5%
11	Board Expenses	10.9%	\$ 10,000.00	\$ -	0.0%
12	Research	1.1%	\$ 1,000.00	\$ -	0.0%
13	Senior Faculty Consultant Fees	2.2%	\$ 2,000.00	\$ -	0.0%
14	Emergency Account	5.5%	\$ 5,000.00	\$ -	0.0%
15	Subscription/Dues	0.0%		\$ -	
16	Faculty Expenses/Outside Consultant	0.0%		\$ -	
17	TOTAL EXPENSES		\$ 84,200.00	\$ 30,093.42	42.1%

EXPENDITURE				
Accounting services	2.2%	\$2,000.00	\$ 1,470.00	73.5%
IT Investments & Expenses	3.3%	\$3,000.00	\$ 2,664.03	88.8%
Banking charges/Paypal fees	2.2%	\$2,000.00	\$ 2,138.37	106.9%
Transaction Fees/Foreign Exchange Rate	0.0%		\$ 3,224.93	
Postage	0.4%	\$ 400.00	\$ 437.85	109.5%
Conference Expenses	0.0%		\$ (1,659.88)	
Affiliate Commissions	0.0%		\$ 189.00	

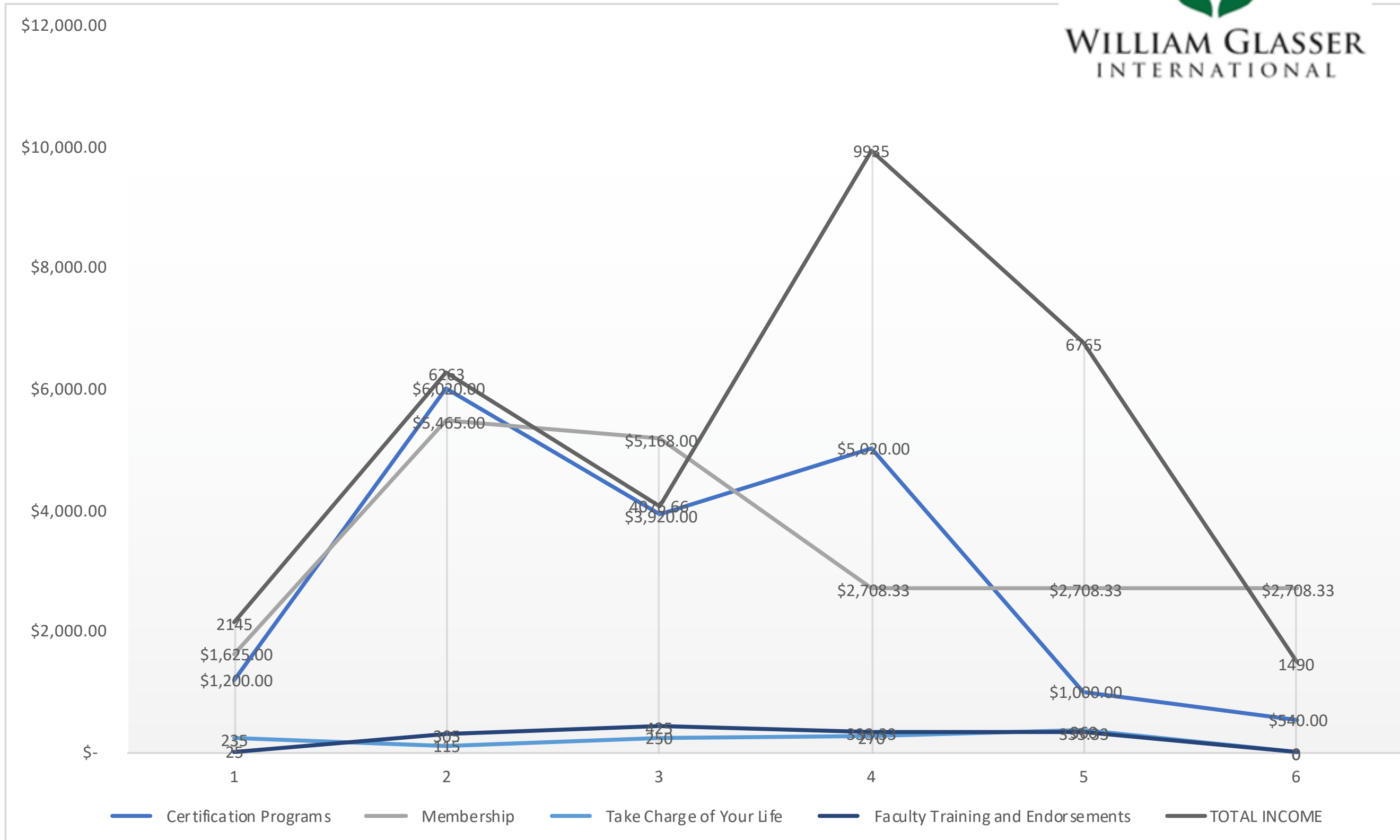
EXPENDITURE

EXPENDITURE	40.6			
Executive Director	40.6%	\$37,200.00	\$18,600.00	50.0%
Financial Manager, Webmaster, Clerical & Data Entry	19.7%	\$18,000.00	\$ 9,000.00	50.0%
Board Expenses	10.9%	\$10,000.00	\$ -	0.0%
Total		\$65,200.00		
% of Total Expenditure		71.2%		
TOTAL EXPENSES		\$91,600.00	\$38,557.72	42.1%

Total Revenue



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