



North Dakota Association of REALTORS®

318 West Apollo Avenue – Bismarck, ND 58503-1404
Phone: 701-355-1010 or 800-279-2361 – Fax: 866-665-1011
www.ndrealtors.com info@ndrealtors.com

2011 BOARD OF DIRECTORS

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Badlands:
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Wahpeton-Breckenridge:

Williston:
Kim Visser, SFR

EXECUTIVE VICE PRESIDENT
Jill Beck
Jill@ndrealtors.com

EXECUTIVE ASSISTANT
Moni Krantz
Moni@ndrealtors.com

GOVERNMENT AFFAIRS DIRECTOR
Claus Lembke
Claus@ndrealtors.com

ADMINISTRATIVE ASSISTANT
Suzanne Wetz
Suzanne@ndrealtors.com



Minutes
Board of Directors
February 8, 2011

Present: Daryl Braham, Scott Breidenbach, Vicki Roller, Rita Schuster, Dewey Uhlir, Dave Lanpher, Susie Lefor, Lynnell Strothman, Mary Splichal (for Dennis Kaiser), Doug Schonert, Lyn Dwyer (for LuAnn White), Kevin Fisher (for Todd Anhorn), Peggy Isakson, Bob Lee, Steve Lunde, Vivian Thingelstad, Jim Dunavan, Laurel Haake, Mike Swartz, Marsha Mugaas, Cindy Harvey, Jared Miller (for Steve Diederick), Kim Visser

Absent: Diana Zietz

Guests: Bob Karn, Ninetta Wandler, Jeff Holte, Ron Volk, Arlene Volk, Bill Schlosser, Arnie Kosobud, Perry Weekes, Andra Miller, Patsy Dombovy, Shelly Zach, Guy Miller, Suzy Shook, Lyn Dwyer, Amy Splichal, Karen Burau, Denise Messmer, Jerry Schlosser, Amy Hullet, Cat Yokom, Valerie Fiske, Jenny Schuster, Hollie Kietzer, Jason Hanson, Sally McCravey, Casey Chapman, Nancy Deichert, Mike McEown, John Colter, Judy Gehrke

Staff: Jill Beck, Moni Krantz, Claus Lembke

The meeting was called to order by President Daryl Braham. He expressed what an honor it is for him to serve as President.

Bill Schlosser, 1992 President, was called on to give the invocation, lead the pledge and address the group regarding changes in the Association since his Presidency.

Lynnell Ussatis, Mahlum Goodhart accounting firm, gave a financial review of the 2010 budget year. All figures look to be in line with the budgeted numbers. NDAR will need to file the 990T (long form) tax return and that is in process of being completed.

President Daryl reminded the committee of the “ND Robert’s Rules” and the order of the agenda.

The consent agenda was approved as presented, containing the following items: (M/S/C)

- a. Minutes from December 7, 2010
- b. Life Member application for Darrell Dallum & Jim Dunavan, Grand Forks
- c. Ratification of Appointment to Issues Mobilization Committee (Larry Louser replacing Melissa Houston)
- d. Calendar of upcoming events

Claus Lembke, Government Affairs Director (GAD), gave an update on the Legislative

Our focus in 2011 is “**It’s All About YOU**”, the member. Our goals are to:

- improve communication to and from the Association to you
- develop innovative services and support in technology for you
- increase the efficiency of the business of the Association and for your business

Session. He asked that any questions be emailed to him at claus@ndrealtors.com. This session has had 840 bills introduced, which is lower than most years. NDAR has tracked 48 bills and taken a support or opposed position on 15 of those. He estimates about 85% of the Legislators attended the reception the evening prior to this meeting. Claus extended his sincere appreciation for being able to serve as the GAD and be involved in the Legislative process. President Daryl returned the appreciation of the Board for Claus' service.

Jill Beck gave a staff report on the following items:

- Dues renewals came in at the highest rate in NDAR's history, 1365. The reporting process went very smooth with the new format and she thanked the local boards for helping make that happen.
- Affiliate renewals are down about 100, but not all boards have submitted their renewals at this time.
- Two boards are up for Board Certification – Bismarck Mandan and Badlands will be getting notification from NAR and NDAR will complete our end of this process as well
- NAR is looking at scheduling events for Rick Berg in DC and in ND
- GRI 3 is being offered March 7-8 and GRI 4 is March 28-29. The group was asked to help promote these
- The Leadership Academy deadline is March 31. Anyone interested should contact Jill or Daryl for more information.
- Politico published an article that showed REALTORS® as the most bi-partisan group active in lobbying.
- More information will be coming out regarding Mortgage Interest Deduction – local boards should be prepared to get more information.
- Appraisal process with green and energy efficiency

NAR offers E & O Insurance to State and Local Associations and there is additional insurance that can be purchased. It was consensus of the group to not purchase this extra option.

Committee Chairs were called upon for reports and action items from their committee meetings held earlier in the day:

Sally McCravey, RPAC Fundraising Chair, reported that the committee reviewed the levels of giving.

A motion was made to create a club level for RPAC donations at \$500, to be named President's Club. (M/S/C)

Lyn Dwyer, Membership Services Chair, announced that the REALTOR® Ring Day with Salvation Army is scheduled for December 9, 2011.

Jason Hanson, Technology Chair, noted that a Lunch and Learn session will be held during the April meetings. This session will cover the "Bare Bones Basics" of Facebook (how to upload pictures, etc.). The group was also reminded to "Like" the NorthDakotaRealtors page on Facebook for updates and information.

A motion was made to recommend that the Real Estate Commission consider two levels of mandatory education (Broker and Salesperson) and for NDAR to provide online and live courses to meet the requirements. (M/S/C)

A motion was made to incorporate the HUD course with the Spring Caravan in as many locations as HUD will do with a strong urge for CE approval and a nominal fee to be charged to cover costs. (M/S/C)

Amy Hullet, Chair, noted that the Professional Development Committee has achieved the objectives set by the Board of Directors with the help of the Technology Committee and requests further direction.

Discussion was held on several NAR updates:

- Member of Congress orientation kits were given to the FPC's and copies can be made for anyone interested, as it is useful information.
- NAR President Ron Phipps is promoting the fight to preserve the Mortgage Interest Deduction. This is an \$80 billion federal project that will have a \$2.1 trillion impact to homeowners.

- REALTOR® Property Resource (RPR) is working to get associations signed up for the program. Fargo Moorhead and Bismarck Mandan have submitted their forms to be involved. Other boards are encouraged to get involved as well.
- The NAR Library is a great resource to members. They offer thousands of e-books and hard copy books for members to check out and return. Go to www.realtor.org and click on Library.
- Chris Polychron, 2015 NAR President, spoke to the group to express his appreciation for their involvement and hard work for RPAC. He encouraged members to contact their US Congressman to co-sign House Resolution 25 to preserve mortgage interest deduction.

A request will be going out looking for help identifying people to serve on a Presidential Advisory Group (PAG) for NDAR's investments.

A PAG will also be created for state forms needs assessment. A recommendation request will go to local boards.

Mid-Year Meeting Hill visits are being looked at for improvement. President Daryl reviewed how last week's meeting with Congressional member s was so much more effective with fewer people and the Congressmen were more relaxed. Comments were made that they felt privileged to be at the visit but also understood why the number attending needs to be limited. Staff will look for another activity to correspond at the same time. Recommendations for hill visits should be brought to the April meeting.

Next objectives that need to be accomplished between this meeting and the April 27th meeting were discussed. Sally McCravey mentioned she would like to work with the NDAR and Local Boards to enhance tracking RPAC donations for members. Amy Hullet said she would work with staff and the Real Estate Commission to facilitate the process for mandatory broker CE. Amy will also work on financial/business planning class.

President Daryl asked that each member of the Board of Directors call a member or Vice Chair of a committee and ask what their committees are doing and what they may need help with. The goal is to spend time between now and the next meeting communicating. Communicate between leadership and committee members to get input from others and feedback on what is being done.

Other Business:

Casey Chapman stated that he is working on the mandatory class of Business Etiquette and Professionalism and has asked Lyn Dwyer to co-teach with him.

Doug Schonert mentioned that he attended a session on Oil and Mineral activity in the state and that North Dakota has a bright future. He recommended getting a speaker on that topic at future NDAR meetings.

Respectfully submitted,

Moni Krantz, Executive Assistant