



# 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](http://www.ndrealtors.com)    [info@ndrealtors.com](mailto:info@ndrealtors.com)

## 2012 BOARD OF DIRECTORS

### *PRESIDENT*

Diana Zietz, ABR, CRS, GRI, SFR

### *PRESIDENT ELECT*

Scott Breidenbach, GRI

### *VICE PRESIDENT*

Vicki Roller, CRS, GRI

### *DIRECTOR AT LARGE*

Cindi Kouba, ABR, CRS, GRI

### *PAST PRESIDENT*

Daryl Braham, CRB, GRI

### *NATIONAL DIRECTORS*

Daryl Braham, CRB, GRI  
Dewey Uhlir, ABR, CRS, GRI

### *REGIONAL VICE PRESIDENT*

Jo Jenkins, CRB, CRS

### *LOCAL BOARD REPS*

#### *Badlands:*

Susie Lefor, GRI

#### *Bismarck-Mandan:*

Dennis Kaiser, GRI

Kristi Bohl, GRI

Doug Schonert, GRI

Lynnell Strothman, CRS, GRI

#### *Fargo-Moorhead:*

Todd Anhorn

Kevin Fisher, CRS, GRI

Peggy Isakson, ABR, CRS

LuAnn White, ABR, CRS

Bob Lee, ePRO, GRI, SFR

Vivian Thingelstad

#### *Grand Forks:*

Laurel Haake, GRI

David Blumkin, ABR, CRS, GRI

Jim Dunavan, CRS, GRI

#### *Jamestown:*

Donna Higginbotham

#### *Minot:*

Todd Fettig

Ashleigh Collins

#### *Wahpeton-Breckenridge:*

Jared Miller

#### *Williston:*

Linda Novak, SFR

### *STAFF:*

Jill Beck, *Chief Executive Officer*

[Jill@ndrealtors.com](mailto:Jill@ndrealtors.com)

Moni Krantz, *Executive Assistant*

[Moni@ndrealtors.com](mailto:Moni@ndrealtors.com)

Claus Lembke, *Gov't Affairs Director*

[Claus@ndrealtors.com](mailto:Claus@ndrealtors.com)

Suzanne Wetz, *Administrative Assistant*

[Suzanne@ndrealtors.com](mailto:Suzanne@ndrealtors.com)

## Board of Directors Minutes

December 1, 2011

Present: Diana Zietz, Daryl Braham, Scott Breidenbach, Vicki Roller, Cindi Kouba, Dewey Uhlir, Ninetta Wandler (for Susie Lefor), Doug Schonert, Lynnell Strothman, Todd Anhorn, Kevin Fisher, LuAnn White, Peggy Isakson, Bob Lee, Vivian Thingelstad, Laurel Haake, Mavis Winkels (for David Blumkin), Jim Dunavan, Donna Higginbotham, Todd Fettig, Ashleigh Collins, Scott Louser

Guests: Marsha Mugaas, Greg Larson, Casey Chapman, John Colter, Mike McEown, Judy Gehrke, Lyn Dwyer, Sally McCravey, Larry Louser, Ronda Tompers, Arlene Volk, Ron Volk, Jerry Schlosser, Mary Splichal, Gena Syvertson, Doris Hill, Pat Jergenson, Connie Osowski, Rita Schuster

Absent: Dennis Kaiser, Kristi Bohl, Jared Miller, Linda Novak

Staff: Jill Beck, Moni Krantz, Claus Lembke

2011 President Daryl Braham called the meeting to order. Committee members and guests were introduced.

1993 NDAR President Neal Messer spoke to the group, gave the invocation and led the Pledge of Allegiance.

Daryl presented gifts to the 2011 Committee Chairs, Officers and Out-going Director, thanking them for their service throughout the year. He also presented a gift to Jill and Moni. He thanked the entire Board and guests for allowing him the honor of serving as President.

The gavel was then passed to the 2012 President, Diana Zietz.

Diana presented the Past President gift to Daryl and noted that he left big shoes to fill.

The consent agenda items were approved as presented. (M/S/C) Items included the following:

- Minutes from September 15, 2011
- Local Board Reports
- REALTOR® Relief Foundation Update
- Ratification of Local Board and Presidential Committee Appointments for 2012
- Accountant Engagement Approval
- Life Membership applications for Doris Hill, Midstate Realty, Jamestown; Juanita Dura, Century 21 Heritage, Jamestown; Ray Thielman, Reuben Liechty REALTORS®, Jamestown; Gordon Christianson, Buffalo Realty, Jamestown; Larry Louser, Prudential Minot, Minot
- National Travel Reports from NAR Convention
- Calendar of Upcoming Events



Ronda Tompers, NAR Regional RPAC Liaison, addressed the group. She recommends that members work toward increasing RPAC investments to the next level. She also thanked ND for the tremendous RPAC work.

Daryl Braham reviewed the proposal for the Association Investment Program through NAR. A motion was made to adopt the NDAR Policy for Investment Strategies. (M/S/C)

A motion was made to move forward with the proposal from Smith Barney Morgan Stanley to invest NDAR's funds. (M/S/C)

Jill Beck, CEO, gave a Staff Report

- Financial statement was reviewed
- NDAR received the Triple Crown award at the NAR Convention
- Three states received the President's Cup – South Dakota, Utah, and Montana
- REALTOR® Ring Day is set for December 9 – 10 other states have joined for 2011
- Representatives from the REALTOR® Property Resource (RPR) program will be coming to our next meetings to present to the Local Boards who have not yet joined the program
- Bill Malkasian, NAR Vice President of Political Strategic Initiatives, will be coming to ND in March to review the My REALTOR® Party program
- NAR has added a member benefit through Chrysler
- Two local boards have finished the Board Certification process – Bismarck Mandan & Badlands
- The Good Neighbor Award will be presented at the Convention in Dickinson – watch for details to nominate members
- NDAR has 34 members on National committees for 2012
- REALTOR® Relief Foundation had about \$80,000 to distribute – about \$52,000 has been allocated so far – all funding needs to be finalized by December 15
- Thank you to NDAR members for making it easy to go to National meetings. Other associations ask how we do it.
- Applications are open for the Leadership Academy – congrats to Dewey Uhlir for being selected as one of 17 from over 140 applicants for the 2012 class.
- Daryl Braham will serve as an RPAC Liaison – he is one of four in the US
- Scott Louser will serve as VP & Liaison to Government Affairs for NAR – the highest NAR appointment from ND

Kevin Fisher, RPAC Fundraising Chair, reported on the 2012 goals for the committee:

- Per member goal: \$30
- Member % goal: 75%
- Major Donors: 2%
- President's Club Members: 1.5%
- Capital Club Members: 5%
- 99 Club Members: 15%
- Fund completion date: July 1, 2012 (so Trustees can allocate funds for state races) [NAR deadline is October 31]
- All Committees have been challenged to reach 100% participation. RPAC Fundraising Committee boldly stated that they will have more investment dollars than the other committees.

Lyn Dwyer, Membership Services Past Chair, reported from that meeting:

- The REALTOR® Involvement Award program has been eliminated for 2012.
- Goals set:
  - Maximize the impact of previous legislative successes of NDAR, help members make the connection between how public policy advocacy impacts their profession
  - Market accordingly
  - Show/teach the value of the Association, connections, leadership opportunities
  - Personally invite someone new – face to face, not via technology
  - Implement the Buddy system at meetings
  - Develop ways to make it fun and inviting to attend events and meetings

- Create cheat sheets for basic, incremental specifics/steps about navigating social networks (Facebook, Twitter, blogs, etc.)
- Their committee presented a challenge for everyone present to “bring a buddy” to the next meetings to promote member involvement

Marsha Mugaas, Professional Development Chair, reported from that meeting:

- A Task Force has been set up to investigate the necessity and possibility of additional pre-licensing education hours
- Goals set:
  - To increase new members participation in the process of preparing legislation for the 2013 legislative session
  - To provide basic civics/government 101 training for members
  - To increase involvement in Legislative Impact Day

Greg Larson, Political Affairs Chair, reported from that meeting:

- Guests were invited to speak to the committee and members of the Board of Directors on both sides of the Measure 2: No Property Tax issue.
- Goals set:
  - To increase new members participation in the process of preparing legislation for the 2013 legislative session
  - To provide basic civics/government 101 training for members
  - To increase involvement in Legislative Impact Day
  - Mandatory continuing education (CE) credits for learning about public policy
  - Market accordingly
  - Create talking points and information on specific bills (translate the info so members understand)
  - Encourage leaders to “bring a buddy”
  - Maximize the impact of previous legislative successes of NDAR, help members make the connection between how public policy advocacy impacts their profession
  - Develop and utilize the website for RPAC
  - Karl Eckhart (NAR political representative) considering a ND mini tour that would be a good opportunity for members to learn more about public policy advocacy

A motion was made to adopt a position to actively oppose Measure 2. (M/S/C) A suggestion was made to create a card with talking points on this issue.

Claus Lembke, Government Affairs Director, presented an invitation for NDAR to join the State Chamber in a coalition against Measure 2. A motion was made for NDAR to join this coalition. (M/S/C)

A motion was made to openly support the Administrative Rules changes at the ND Real Estate Commission public hearing. (M/S/C)

President Diana discussed the Leadership Retreat summary and goals. A Task Force will be established to create more non-dues income (goal #4). The Executive Committee and staff will review the goals and any remaining goal items not chosen by committees will be assigned.

Mary Splichal, member of the NAR Communications committee, shared information from her meeting at the National convention in Anaheim. The realtor.org website is being revamped and she asked for all to review.

Casey Chapman, NDAR’s Legal Counsel, gave a report. He attended the NAR Legal Seminar and it was a good conference. He has been working with the Real Estate Commission regarding the new agency disclosure law and rules. He also met with the Fargo Moorhead Association Forms Committee to incorporate the new law into forms which will be shared with all local boards.

Judy Gehrke, FMAAR Association Executive, thanked Casey for taking time to meet with the Forms Committee.

Pat Jergenson, Executive Director with the Real Estate Commission, gave an update. She expressed her appreciation for the cooperation she has gotten from NDAR and Casey Chapman in putting together the rules changes. The public hearing on the rules changes is December 7 at 1pm at the Capital building. The Real Estate Commission will meet

immediately following the hearing. For 2012, all nine hours for license renewal will be elective hours – no mandatory topic. The new rules will be in effect April 1, 2012.

Larry Louser thanked NDAR and everyone for their help with the flooding in Minot. For RPAC Major Investors for 2012, Larry, as the state representative on NAR's Major Investors Council, will be ordering fleece vests with the RPAC logo on them. He hopes to have them delivered at the February meetings.

The next meetings are scheduled for February 22-23 in Bismarck.

All brokers who are registered with the Broker Involvement program were entered into a drawing for an iPad. The winner was Lori Lingenfelter, Bekk's Realty, Williston.

The meeting was adjourned.

Submitted by: Moni Krantz, Executive Assistant