



North Dakota Association of REALTORS®

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2010

BOARD OF DIRECTORS

PRESIDENT

Rita Schuster, ABR, CRS, GRI

PRESIDENT ELECT

Daryl Braham, CRB, GRI

VICE PRESIDENT

Diana Zietz, ABR, CRS, GRI

DIRECTOR AT LARGE

Vicki Roller, CRS, GRI

PAST PRESIDENT

Dave Lanpher, ABR, CRS, ePRO, GRI

NATIONAL DIRECTORS

Tate Cymbaluk

Dewey Uhlir, ABR, CRS, GRI

REGIONAL VICE PRESIDENT

Andy Mahowald, CRS, GRI

LOCAL BOARD REPS

Badlands:

Becky Thorpe, GRI

Bismarck-Mandan:

Greg Larson, GRI

Lynnell Strothman, CRS, GRI

Doug Schonert, GRI

Fargo-Moorhead:

Peggy Isakson, ABR

LuAnn White

Scott Breidenbach, GRI

Lyn Dwyer, GRI

Bob Lee, GRI

Stephanie Sarabakhsh, ABR, GRI

Grand Forks:

Mavis Winkels, CRS, GRI

Jim Dunavan, CRS, GRI

Jamestown:

Tish Johnson

Minot:

Wade Williamson, ABR

Marsha Mugaas, ABR, CRS, GRI

Wahpeton-Breckenridge:

Donna Keogh, CRS

Williston:

Kim Visser

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

Brenda Helm

Brenda@ndrealtors.com

Board of Directors

December 2, 2009

Present: Rita Schuster, Daryl Braham, Diana Zietz, Vicki Roller, Dave Lanpher, Tate Cymbaluk, Dewey Uhlir, Becky Thorpe, Greg Larson, Lynnell Strothman, Doug Schonert, Peggy Isakson, LuAnn White, Scott Breidenbach, Lyn Dwyer, Bob Lee, Stephanie Sarabakhsh, Mavis Winkels, Linda Bunde (for Jim Dunavan), Tish Johnson, Cindy Harvey (for Wade Williamson), Marsha Mugaas, Kim Visser

Absent: Donna Keogh

Guests: John Colter, Judy Gehrke, Nancy Deichert, Tammie Braun, Pat Jergenson, Larry Louser, Sharon Lunski, Denise Messmer, Carrie Montoya, Scott Louser, Karin Haskell, Ron Volk, Craig McIvor, Lorrie Nantt, Diane Duchscher, Susie Lefor, Ninetta Wandler, Amy Hullet, Jason Hanson

Staff: Jill Beck, Moni Krantz, Claus Lembke

The meeting was called to order by President Rita Schuster.

Board members were introduced.

Greg Larson, Century 21 Morrison Realty, Bismarck, gave the invocation and led the group in the Pledge of Allegiance.

Minutes of the September 17, 2009 meeting were approved as presented. (M/S/C)

President Rita Schuster presented a gift to Immediate Past President Dave Lanpher in appreciation of his leadership and service for his term as 2009 President.

Casey Chapman gave a Legal Review. He is available to contract with Local boards for education. He is currently working on creating a course on Appointed Agency to meet the mandatory education for the 2009 cycle. Any members who have questions they would like answered in the course should email him at chapmanlaw@btinet.net.

Jill Beck gave an overview of the Financial report. President Elect Daryl Braham pointed out that the reports will be coming in a new format for easier understanding at future meetings.



Pat Jergenson added to her written report. Currently, 375 licensees have renewed their licenses online. Each agent may renew online, but the new seals will only be mailed out in a group for the entire company. She recommended that anyone with a reciprocal license in South Dakota pay close attention to the regulations to ensure the proper procedures are followed. She also reminded everyone that the renewal form is to be completed by the individual agent, not a staff or other designated person. It is still the licensee who is ultimately responsible for the information contained in the forms.

The CRS Chapter report was submitted and included in the packets.

Judy Gehrke reported that the CCIM Chapter had been planning a CE course for December 11, but that is likely being postponed to February.

Ron Volk reported on the Broker Involvement Program and the Calls for Action stats for his RPIC report.

Local Board reports were submitted and included in the packets. Minot added that they have now switched to electronic lock boxes.

Scott Louser, 2009 Region 8 Vice President, reported that 2009 was a successful year for NAR. House Logic is a site available to consumers and agents. The RVP endorsement procedures have changed in the timeline. Iowa has introduced a form that holds harmless the broker if a property does not close in time to qualify for the tax credit. He recommends local boards look into a similar form. Fargo Moorhead has a form that they are willing to share with other local boards. With the REALTOR® Property Resource (RPR), every parcel in the US will be numbered and valued. This is not a national MLS nor will it take the place of appraisers. He stated that per person, per member, ND is the best state in NAR. He thanked Jill for the extra work she put in to make him successful as RVP and presented her with a gift.

President Rita thanked Scott for his work as RVP. He did all that was required but went above and beyond.

National Directors Dewey Uhlir and Tate Cymbaluk submitted written reports on their travel to the National convention in San Diego. Dewey added that members should let their clients know that there will not likely be any further extensions to the tax credit.

All other travel reports from San Diego were submitted in writing and are available at www.ndrealtors.com.

A motion was made to endorse Jo Jenkins for 2012 Regional Vice President. (M/S/C)

Daryl Braham informed the committee that he will be seeking endorsement for 2013 RVP as well. A motion was made to endorse Daryl as Region 8 VP for 2013. (M/S/C)

A motion was made to endorse Bill Armstrong for 2011 NAR Treasurer. (M/S/C) The group felt his experience will make him a good candidate.

The REALTOR® Credit Union is the first virtual credit union. It is owned by REALTORS® and available only to REALTORS®, their parents, children and siblings. They can offer better rates than many local institutions. They are already in the top 60 credit unions in the nation.

The Nebraska case against Wuestehube was reviewed. He is a REALTOR[®] member in California putting listings on realtor.com that are in other states, including ND. He is not licensed to sell real estate in ND.

NAR adopted a resolution recognizing Mick Bergeron. It will be framed and sent to Mick's wife, Audrey.

Rita Schuster gave a President's Report. She noted that several goals were set during the Leadership Retreat in October. This year's committees will not automatically seat the local chairs. Anyone with suggestions of topics or issues for meetings to be discussed should submit them in writing to the officers or staff. The Homebuilders and Lenders invited NDAR to a meeting regarding the appraisal changes. Jill will also be meeting with the ND Bankers Association, Home Builders Association and Appraisal board in the near future.

Linda Bunde, Professional Development Chair, reported that the committee has asked staff to research the possibility of a mandatory broker course.

A motion was made to offer the Rookie Course free to Rookies (three years or less) and for a fee to other members. (M/S/C) Previously, the course was only available to Rookie members.

Karin Haskell, Membership Services Chair, shared a presentation of all ads approved for the Marketing Co-op program. She will appoint a new task force for the 2010 program. A task force will also be working on starting a Young Professionals Network.

A motion was made to approve Don Allmendinger, Trademark Realty, and Yvonne Huber, Aladdin Realty, both of Bismarck, for Life Membership. (M/S/C)

Peggy Isakson, Equal Opportunity Chair, reported that the task force feels their tasks are on-going. A motion was made to change from a Task Force to a sub committee of the Professional Development Committee. An amendment was made to be a standing committee of NDAR. (M/S/C)

Greg Larson, RPAC Fundraising Chair, reported the 2010 goals that were set:

- a. Per member goal: \$30
- b. Member % goal: 75%
- c. Major Donors: 1% (changed title from "Sterling/Crystal R Members")
- d. Capital Club Members: 5%
- e. 99 Club Members: 15%
- f. Fund completion date: July 1, 2010

A motion was made to approve the goals as set. (M/S/C)

Greg also issued a challenge to all committee members and Board of Directors to reach 100% participation for RPAC.

Denise Messmer, Technology Chair, reported that in the past this taskforce has not carried forward their duties and that technology is not going away. A motion was made to recommend a change from a Taskforce to a standing committee of NDAR. (M/S/C)

A motion was made to contract with an outside consultant for the Association's technology needs.
(M/S/C)

Dave Lanpher, Nominating Chair, reported that the group is developing guidelines and minimum criteria for those wanting to serve in NDAR Leadership.

Claus Lembke, Government Affairs Director, on behalf of Political Affairs Chair Jerry Schlosser, reported that roundtables will be held briefly with the President visits to Local Boards.

Becky Thorpe, Badlands Board President, requested the 2012 Convention of the Dakotas hosted by the Badlands Board be moved to Dickinson from Bismarck. When previously proposed, Dickinson did not have hotel space needed to host it locally. With the upgrade to the Grand Dakota Lodge, Dickinson will have adequate space to host the convention. A motion was made to approve the change of location for the 2012 Convention of the Dakotas to Dickinson. (M/S/C)

The Grand Forks Board has requested a name change to the Grand Forks Area Association of REALTORS®, Inc. A motion was made to approve the name change. (M/S/C)

President Rita welcomes ideas that can help the Association. She stressed that communication is the key. She thanked the NDAR staff for their work.

Shirley Dukart requested assistance in getting appraisers certified with the new regulations. Dave Lanpher attended the meeting with the lenders and builders regarding this. A follow up meeting is to be scheduled soon.

The meeting was adjourned.

Respectfully submitted,

Moni Krantz