



North Dakota Association of REALTORS®

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2011 BOARD OF DIRECTORS

PRESIDENT
Daryl Braham, CRB, GRI

PRESIDENT ELECT
Diana Zietz, ABR, CRS, GRI, SFR

VICE PRESIDENT
Scott Breidenbach, GRI

DIRECTOR AT LARGE
Vicki Roller, CRS, GRI

PAST PRESIDENT
Rita Schuster, ABR, CRS, GRI, SFR

NATIONAL DIRECTORS
Dewey Uhlir, ABR, CRS, GRI
Dave Lanpher, ABR, CRS, ePRO, GRI

REGIONAL VICE PRESIDENT
Lynn Leegard, GRI

LOCAL BOARD REPS
Badlands:
Susie Lefor, GRI

Bismarck-Mandan:
Lynnell Strothman, CRS, GRI
Dennis Kaiser, GRI
Doug Schonert, GRI

Fargo-Moorhead:
LuAnn White, ABR, CRS
Todd Anhorn
Peggy Isakson, ABR, CRS
Bob Lee, ePRO, GRI, SFR
DeAnne Mason, GRI
Vivian Thingelstad

Grand Forks:
Jim Dunavan, CRS, GRI
Laurel Haake

Jamestown:
Mike Swartz

Minot:
Marsha Mugaas, ABR, CRS, ePRO, GRI, SFR
Cindy Harvey, ABR, ePRO

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



Board of Directors Minutes

December 7, 2010

Expressway Suites, Bismarck

Present: Diana Zietz, Scott Breidenbach, Vicki Roller, Rita Schuster, Dewey Uhlir, Dave Lanpher, Susie Lefor, Lynnell Strothman, Dennis Kaiser, Doug Schonert, LuAnn White, Todd Anhorn, Peggy Isakson, Bob Lee, Vivian Thingelstad, Jim Dunavan, Laurel Haake, Mike Swartz, Marsha Mugaas, Cindy Harvey

Absent: DeAnne Mason, Kim Visser

Guests: Arlene Volk, Pat Jergenson, Lyn Dwyer, Jerry Schlosser, Greg Larson, Ron Volk, Nancy Deichert, John Colter, Amy Hullet

Staff: Jill Beck, Moni Krantz, Claus Lembke

The meeting was called to order by President Daryl Braham and introductions were made.

Daryl gave background information and introduced Arlene Volk for invocation. Arlene addressed the group and thanked them for their involvement.

Daryl explained the format for the consent agenda. This is the first time using this format for NDAR Board of Directors so items were explained in more detail than would be given otherwise. He emphasized the importance of Board of Directors members having input and to ask questions. Directors are expected to:

1. Be honest with self, state, and local
2. Have integrity in decisions made
3. Be competent

Three objectives identified today will be listed on every sheet of paper going out from NDAR to the public and to the membership. Directives will be given to committees from these main objectives to move the association forward.

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

- a. Minutes from October 7, 2010 meeting
- b. Local Board Reports
- c. National Travel Reports – NAR Convention New Orleans
- d. Ratification of Local Board and Presidential Committee Appointments
- e. Ratification of Federal Political Coordinator Appointments
- f. Approval of Policy regarding Travel Grant Awards
- g. Legal Update – Casey Chapman, NDAR Legal Counsel
- h. Accountant Engagement Approval
- i. Resolution of Appreciation from SDAR
- j. Life Membership Application for Arlene Volk, Bismarck Mandan
- k. Calendar of Upcoming Events

Jill Beck gave her Staff Report:

- Some members were previously upset regarding not endorsing Rick Berg. Since he won the race, NDAR requested and got approved by NAR, \$5,000 for Rick Berg debt retirement
- The mandatory topic for 2011 was set as Business Etiquette/Professionalism.
- December 10 – REALTORS® Ring Bell Day – The Governor will be doing a Proclamation. Daryl and Jill will be traveling to all 9 locations Thursday and Friday to recognize the work and support from locals. RETA gave \$10,000 for seed money to start. A check will be presented at each location.
- Education – 6 hours were offered in November on Risk Management in Social Media and 9 hours were offered on December 1-2.
- FPC's have been confirmed by NDAR but are waiting on NAR confirmation. They are as follows:
 - Senator Conrad – Randy Schwartz
 - Senator Hoeven – Tate Cymbaluk
 - Representative Berg – Barb Grande
 - RPIC – Ron Volk
- Committee sign-ups are out and committees are being finalizing with chairs and leadership.
- Avectora is almost ready to go live and Moni will contact the larger local boards with information for joining the program.
- Convio is the company that NAR uses for the Calls for Action. This has been a change from the previous program and we have completed our end of the transition and are using the system for mass emails to members as well as any calls for action that will be coming up.
- RPAC software change coming soon from NAR. It will allow for better tracking of members' investments
- Homeownership Matters is a program coming from NAR. It is proactive to national media – ads coming soon.
- Leadership Academy – candidate applications open March 2011. Anyone interested in applying should get names to Daryl Braham or Jill Beck for more information. This program is very beneficial for future leaders of NDAR. Jill Beck serves on Academy Board.
- The NDAR office has been updated with carpet and paint. The staff now has voicemail as well.
- NAR sent out a Call for Action that only allowed members to contact by telephone. Jill wasn't aware before it went out.
- Builders issue – Energy value appraisal program based on Home Energy Rating System – looking into under writing acceptance. NDAR has been asked to approve concept and leadership to work on details (Banking institutions, Builders)

A motion was made support the concept of the Home Energy Rating System as presented (M/S/C) – 1 opposed

- ND was 1 of 7 states to win NAR's Triple Crown and 1 of 2 to receive the Presidents Cup. These were received in New Orleans. NAR staff will be coming in February to present. Includes more than just dollars raise (brokers inv., exceed goals, major donors)

Past President Rita Schuster thanked staff for extra efforts to get it done. Daryl Braham thanked Rita for starting it and following through.

NAR sent out a message for those who have not ever given to RPAC. NDAR staff is waiting for NAR report of who this was sent to.

Jerry Schlosser, Political Affairs Chair, was called upon for a legislative update. He gave his time to Claus Lembke to give the report. Topics coming up for the 2011 session are:

- Fenced Hunting success - \$5,000 sent for helping in this for ballot on November 2 – property owners.
- The NDAR Policy manual was given to Legislator REALTORS®.
- Private transfer fee sample legislation in process and looking to shorten the length of bill.
- Appraisers – former appraiser who have lost licenses are bringing forward changes. Senator Olafson prepared to bring fair legislation – remove fence building, improve competition, reduce costs, improve reciprocity, meet USPA standards.

- It was suggested to keep full reciprocity with all states. Also looking at term limits for Appraisal board members.
- Imputed knowledge – preparing legislation
- Discussion on transfer fee could prohibit business to developer. Intent is to stop it from carrying on over years.
- CLUE reports are done with voluntary participation – reports go only 5 years.
- Housing Incentive Fund – coalition/alliance asking for NDAR’s support – Senator Judy Lee is not supportive. It was the consensus of staff and Political Affairs leadership to simply monitor this bill.
- Auctioneers – current REC law provides exception from having license.
- Sales tax on homes issue brought up from a legislator concern is to bring up an idea – recommend to not seek this legislation.
- Mandatory disclosure –option for future session. Suggestion is that this would help non-members.

Daryl Braham thanked Political Affairs Leadership for work behind the scenes.

Pat Jergenson, Executive Director for the Real Estate Commission, gave a report. License renewals have begun with a good turnout expected from the online system. Education approvals are coming in for presenters to be ready for classes in 2011. Any licensee with an email address update is asked to call in. Pat and her staff appreciate comments from licensees. A goal is to work towards paperless renewals. The mandatory topic for 2011 will be 3 hrs in Business Etiquette/Professionalism. To try to cut time in handling complaints, they are using early stipulated agreements for errors found on CE audits & trust account audits. This allows the reporting to show repeat of findings for commission to be able to pursue – allows fine & hours, etc. to be paid up front or choose to go forward to hearing. They are looking into the addition of facilitator definition – on ongoing list of goals to revise agency policy. Pat thanked NDAR & Jill for moving year end CE to the first week in December. This helps with license renewals. She wished everyone a Merry Christmas & have the best 2011 possible.

BREAK

A proposed Bylaws change was reviewed. Rationale – as a state we have highest appointed volunteer to serve at national level for 2011 (Scott Louser, Vice Chair liaison to Political Affairs). The change in the bylaws offers any NDAR member serving on NAR’s Executive Committee an ex-officio seat on the NDAR Board of Directors. It is an opportunity to have someone who is highly involved at the national level bring information back to our state as well as our state to have an opportunity to bring information or issues to the national level. If the board approves today, the proposal will need to go before membership with a 30 day announcement and a vote at a General Membership meeting.

A motion was made to adopt this proposal and bring before general membership. (M/S/C)

Staff & Bylaws committee leadership will be working on a complete review of Bylaws & bring before the Board.

Discussion was held regarding NAR Candidates for President. Endorsing candidates shows ND is involved nationally. Chris Polychron is unopposed for 2015. A motion was made to endorse Chris P for 2015 President. (M/S/C)

Candidates for 2016 President are Tom Salamone and Jim Helsel. Each of their campaign information was presented to the Board. After having met with both candidates at the National convention, the Executive Committee recommends endorsing Tom Salamone. A motion was made to support Tom Salamone for 2016 NAR President. (M/S/C)

Much discussion was held regarding the Leadership Retreat and 2011 Goals for the Board as well as NDAR committees. The following items were the final outcome of this discussion:

NDAR’s theme for 2011 is “It’s All About YOU” with the following three main goals:

- 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 Daryl's wording:

Each main committee was assigned the following goals:

RPAC

1. 75% participation
2. Repeat Presidents Cup
3. Increase communication/education effectiveness

Professional Development

1. Technology education
2. Risk reduction/Business etiquette education
3. Financial & business planning support/education

Membership Services

1. Ground level communication to masses (include podcasts)
2. Promotions (include Homeownership Matters)
3. YPN/NRG (Next REALTOR® Generation)

Technology

1. Bridge Gap (include YPN/NRG)
2. Website update/upgrade
3. Technology education – more than social media

The following items were marked as essential for all committees:

1. Wow factor
2. Trackable
3. Measureable
4. Feedback
5. 2-way communication

There being no further business, the meeting was adjourned.

Respectfully submitted,

Moni Krantz, Executive Assistant