



North Dakota Association of REALTORS®

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2009

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Jill@ndrealtors.com

EXECUTIVE ASSISTANT

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ADMINISTRATIVE ASSISTANT

Brenda Helm
Brenda@ndrealtors.com

Board of Directors Minutes

February 13, 2009

Doublewood Inn, Bismarck

Present: Dave Lanpher, Rita Schuster, Daryl Braham, Diana Zietz, Dewey Uhlir, Becky Thorpe, Mary Splichal, Greg Larson, Vicki Roller, Doug Schonert, Brenda Martinson, Lyn Dwyer, Mark Mason, Stephanie Sarabakhsh, Cindi Kouba, Mavis Winkels, Diann Loper, Flint Forsberg, Wade Williamson, Donna Keogh, Craig McIvor, Scott Louser

Absent: Tate Cymbaluk, Scott Breidenbach, Peggy Isakson

Staff: Moni Krantz, Jill Beck

Guests: Pat Jergenson, Casey Chapman, Steve Lunde, Amy Hullet, Karin Haskell, Nancy Deichert, John Colter, Mike McEown, Judy Gehrke, Ron Volk, Aaron Greterman, Darin Milbrath, LuAnn White, Denise Messmer, Susie Lefor, Lorrie Nantt, Perry Weekes, Candice Dempsey, Norm Aldinger, Doris Hill, Amy Burkel, Kim Visser, DeAnne Mason, Carole Horn

The meeting was called to order by President Dave Lanpher.

Lyn Dwyer, Prudential LRES Realty, Fargo, gave the invocation and led the Pledge of Allegiance and REALTOR® Pledge.

Minutes from the December 3 & 4, 2008 meetings were reviewed and approved as presented. (M/S/C)

Jill Beck gave a review of the financial statements from 2008 Year End and 2009 to Date.

A motion was made to move money from dedicated funds marked Chair/Vice Chair Fund into the Money Market and eliminate this account that is no longer viable. (M/S/C)

Pat Jergenson, Executive Director for the ND Real Estate Commission, gave a report. By the end of January, 2000 license renewals had been processed. Several companies are operating under trade names, and need to be registered. It appears renewals have stayed about the same as last year. She has received comments regarding the December education being so late. The Commission is considering changing the renewal date so all license renewals can be processed by the end of December. Diane Louser was re-appointed to another 5-year term on the Real Estate Commission. Montana reciprocity has been pulled nationwide due to transactions being more complicated.

Karin Haskell, Acting Chair for Membership Services Committee, reported that the Committee formed direction for the Marketing Task Force to communicate to members and the public. They will complete their directive and report back to the Board of Directors at the June meetings. Member statistics were reviewed.

A motion was made to approve the Good Neighbor award using the application form presented. (M/S/C)

Discussion was held regarding the request from the Membership Services Committee for \$50,000 for a marketing plan as presented at the December 4, 2008 meeting. There is concern for taking money from reserves for this versus instating an assessment in addition to dues. Members were requested to bring any concerns not only to Jill Beck but to the Officers. Scott Louser asked to be notified on the Marketing Task Force meetings.

An update for the Dakota CRS Chapter was presented. Past President Diana Zietz added that for the first time, the Chapter is sponsoring a continuing ed course on April 21 with 7 hours CE credits. Jill also noted that the Chapter has agreed to pay the Association an additional fee beyond the administration fee for the extra staff time for this course and dues billing that NDAR conducted for the Chapter.

The CCIM report was reviewed as presented.

Casey Chapman gave a Legal Update. Questions received on the hotline have been going beyond the "baseline" and not just asking how to get by but wanting to better their business. He thanked the group for being REALTORS[®], for the gift of vision and for leading the way with lofty ideals. He gave the group a standing ovation.

Ron Volk gave an RPIC report. He recently attended meetings in Washington DC. He shared a report ranking issues of importance in real estate today. He thanked Carole Horn, NAR's 2009 National Member Mobilization Chair, for coming to ND and giving us updates and the presentation on Broker Involvement. Carole thanked the ND members for wonderful hospitality.

President Dave encouraged Brokers to sign up for the Broker Involvement program. It is free and will help raise response rates for Calls for Action. Anyone interested can contact NDAR staff for further information.

Written Local Board Reports were reviewed and Presidents were asked if there was anything to add.

Scott Louser, RVP for Region 8, gave an update. He noted that when Calls For Action come out, members need to respond quickly. Legislators act on issues sometimes within the same day of a call. NAR has launched a new ad campaign for 2009 and is starting an XM radio call-in show. A regional retreat is being held April 2-3 in Sioux Falls for State Presidents, President Elects, and State AEs. He appreciates the opportunity to represent ND and the region.

Scott also reported that NAR is making several publications available to members at no cost. He recommends down-loading what you can to have as a resource. These are items that have previously been marked up and NAR is eliminating their profit for a short time.

President Dave Lanpher gave a report. He reminded the group of the Global Initiatives set from the Leadership Retreat last fall: 1) Create ongoing, strategic and proactive marketing as a service to our members, and 2) Develop the most highly trained professional REALTOR[®] members in the country. The Executive Committee met and brought ideas for the Marketing plan and calls for action to the appropriate committees. He is working on the process of Staff evaluation and Rita Schuster, President Elect, is working on the budget planning process to include a 2-3 year forecast. He thanked Jill for her dedication

and hard work and noted that she was asked by NAR to serve as the AE liaison to the Professional Development Committee. He also thanked Moni for her hard work.

Jill Beck gave a staff report. She reviewed the stats for GRI designees nationally. ND is ranked first with 30% of membership holding the designation. Jill will also be serving on a Peer Review Panel for NAR to review Maine's GRI program. Several members were able to take part in the Surround Sound session. This is to help combat some of the negative media. The briefing held by NAR for each state before attending Washington DC Hill visits will be changed to a web conference this year. Lawrence Yun from NAR is unable to attend our June meetings, but Paul Bishop will be coming in his place. She thanked Moni and Brenda for their extra time and efforts lately.

Wade Williamson, Chair, gave a report of the Professional Development meeting. The financial statement and instructor evaluations from the December seminars was reviewed. GRI 3 & 4 will be held in Fargo April 6-9.

Steve Lunde, Chair, gave a report from the Political Affairs Committee meeting. The Call for Action response rate goal was set to 25%. He thanked Carole Horn for coming for the Broker Involvement program. The Legislative Impact Day and Reception were well attended.

A motion was made to accept the ratification of Local Board Appointment to RPAC Trustees – Norm Aldinger, Jamestown, to fill seat vacated by Scot Nething (*expires Dec 09*)(M/S/C)

NAR's optional additional E & O coverage was reviewed. It was consensus to not take action on this.

The required VOW policy was reviewed. It was moved to approve Articles 19.1-19.14 of the VOW policy. (M/S/C) Staff is researching additional optional policies and will report back at the June meeting.

The Leadership calendar was reviewed.

A motion was made to amend the MLS participation definition with NAR's recommendations regarding the VOW policy. (M/S/C)

The meeting was adjourned.

Respectfully submitted,

Moni Krantz