



# 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, CRS  
LuAnn White, ABR, CRS  
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  
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*EXECUTIVE ASSISTANT*  
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*GOVERNMENT AFFAIRS DIRECTOR*  
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*ADMINISTRATIVE ASSISTANT*  
Brenda Helm  
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Board of Directors Minutes  
March 25, 2010  
Seven Seas, Mandan, ND

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

**Absent:** Steph Sarabakhsh

**Guests:** Rhonda Mahlum, Lynnell Ussatis, Casey Chapman, Pat Jergenson, Diane Dillman, Nancy Deichert, John Colter, Judy Gehrke, Denise Messmer, Jerry Schlosser, Karin Haskell, Ninetta Wandler, Sally McCravey, Scott Louser, Sharon Lunski, Amy Hullet, Dave Branson, Susie Lefor, Mary Splichal

**Staff:** Moni Krantz, Jill Beck

The meeting was called to order by President Rita Schuster. She then asked for a moment of silence in honor of the three Minot REALTORS® who passed away in the last week (Doug Voeller, Bob Goodwin, and Lonny Tompkins).

The invocation, Pledge of Allegiance and REALTOR® Pledge were led by Tish Johnson, Jamestown President.

Lynnell Ussatis, Mahlum Goodhart, gave an overview of the 2009 year end financial review. A motion was made to accept the report. (M/S/C)

Jill Beck reviewed the 2010 to date financial report.

Minutes from the December 2, 2009 and January 5, 2010 meetings were approved as presented. (M/S/C)

A report from the ND Real Estate Commission was presented to the Board in writing.

Casey Chapman gave a legal update based on calls he has received on the Legal Hotline. Several items have been recurring lately: 1) an increase of transactions where an agent is involved in the purchase. He gave a reminder to disclose that information. And 2) Issues where a third party comes into a short sale or foreclosure and takes the option to purchase. He suggests the seller seek legal advice on this type of situation.

He also reported that he enjoyed the Agency seminar in the caravan and is working with several local boards to schedule it again. He is working with NDAR staff and the CE Shop to make the class available online.

Written reports from the CCIM Chapter, Dakotas CRS Chapter, RPIC Ron Volk, and Local Board President's Reports were reviewed. No additions were made to these reports.

NAR Updates were reviewed:

The Nationwide REALTOR<sup>®</sup> Open House weekend was reviewed. Sample flyers and press releases will be available at [www.ndrealtors.com](http://www.ndrealtors.com). The dates are April 10-11, 2010.

Staff is waiting for information to come out regarding Dental Insurance as a REALTOR<sup>®</sup> benefit. That will be passed on to members.

The deadline for 2011 NAR Committee sign ups is May 21. This is done online and to avoid duplication, please notify NDAR if you are planning to sign up. Members are encouraged to complete the expertise profile as this is used in determining who serves on which committee.

President Rita gave her report. She and Jill attended the Policy Conference in Washington, DC in January. They worked on prioritizing the importance of topics that affect the real estate industry. Talking points for Hill Visits in May will come from this list. She has held her board visit in the Badlands and Bismarck Mandan boards so far and is looking forward to meeting with the other boards. President Elect Daryl Braham is working on job descriptions and a policy manual. He is also working with staff to revamp the financial reports. The Region VIII leadership meeting will be held in Sioux Falls, SD on April 22-23. Jill researched a policy for appointing Federal Political Coordinators (FPC), which the Executive Committee approved. ND Housing Finance Agency requested \$600 for the 2010 "State of Affordable Housing in ND" booklet.

Rita then presented the 2010 Claus Lembke Political Involvement Award to Scott Louser.

Jill Beck gave a staff report. She welcomed Diane Dillman as the new AE of the Jamestown Board. Scot Nething has taken over the MLS Administration. Staff has started the process of using AVECTRA's NetForum program for membership management. One arbitration request and two ethics complaints have been received. The Real Estate Commission has held two meetings and a rules hearing since the last NDAR meeting. She has started an online leadership course through NAR and Moni has started the ePRO program. Jill and Rita have started the local board visits and are working to schedule the other boards. Jill and Moni are working with Scott Wild to revamp the website and REALTOR<sup>®</sup> Report. Next week staff will start tracking emails and phone calls to see who is our "audience" and what else could be on the website. The Grand Forks board was officially approved by NAR to change their name to the Grand Forks Area Association of REALTORS<sup>®</sup>. There are currently eight REALTOR<sup>®</sup> candidates running for office: Tate Cymbaluk, Shirley Dukart, Scott Louser, Doug Schonert, Brenda Smith, Karen Johner (affiliate), Weezie Potter, Rick Berg, Jason Hanson, and possibly Don Dietrich. There is a link on [ndrealtors.com](http://ndrealtors.com) for the health care reform information. There will be a briefing for the Washington DC meetings via webex on May 4 and a conference call de-briefing on May 19 for those attending the meetings. From February 23 through March 24, 80 hours of education was offered by NDAR and nearly 1200 people attended these classes. Thank you to Moni and Brenda and the Bismarck Mandan Board staff for the extra help.

Committee Reports:

Membership Services, Karin Haskell, Chair – working on getting more members to enter their birth date in the NRDS records for demographic reports; Marketing program has two requests so

far, but two more boards have done some marketing with requests coming soon; looking at the possibility of non-dues income by selling REALTOR<sup>®</sup> merchandise at the state convention.

Political Affairs, Jerry Schlosser, Chair – discussed possible future legislation items of wind leases and homestead act; the possibility of private transfer fees (every time a house sells a certain percentage goes back to the original developer) was discussed and Claus is getting more information and will encourage legislators to not support; stigmatized property was another issue and it was noted that agents are protected but should be aware of it; the broker involvement program currently has 33 companies signed up; the goal for calls for action is set at 35% by NDAR; the Friday meetings during the Legislative session will be by teleconference instead of the web.

Professional Development, Linda Bunde, Chair – NDAR has hosted nearly 1200 students in live courses in February and March. Preliminary reports from the Short Sales & Foreclosure class and the Agency caravan look good. Fargo Moorhead is looking at hosting the ABR course this spring. If they are unable to do it, Grand Forks will host the class. Approved a recommendation from the Technology Committee to have a Risk Management on Social Media course.

RPAC Trustees, Tate Cymbaluk, Chair – cleaned up some policies; preparing to interview federal candidates to meet NAR's deadline for funding requests

Technology Committee, Denise Messmer, Chair – Created a survey regarding technology and training needs. Will be sent out electronically soon. Hoping for 20% response and the CE Shop has offered a discount on a CE course as an incentive for completing the survey. Staff is working with Scott Wild as a technology consultant to update the website and social media. A new system, NetForum, is being set in place as a contact management system that will track members' data: education, RPAC, committees, online registrations, etc. Recommended to the Professional Development Committee to have a CE course on Risk Management in Social Media.

Marketing Task Force – Jill reported that there have been questions as to whether or not the marketing works. She received a call from a consumer looking for Nancy and details on the tax credit. Judy Gehrke and Nancy Deichert have had similar stories.

REALTOR<sup>®</sup> of the Year Task Force, Ninetta Wandler, Chair – The criteria has been changed and it will be finalized and brought back to the board at the June meeting for action.

Nominating Task Force, Dave Lanpher, Chair – This group has historically met once per year to interview candidates. This was already their second meeting and they have established baseline criteria to run for President Elect, Vice President, and NAR Director. A motion was made to approve the nominating form and criteria presented. (M/S/C) The Task Force will send all qualified applicants for President Elect and Vice President to the Board for elections and will send only one recommended candidate for NAR Director. Dewey Uhlir's seat will expire November 2010.

President Rita gave an overview of the REALTOR<sup>®</sup> Convention of the Dakotas. She is also serving as Convention Chair for 2010. The convention will kick off with an RPAC fundraiser event on Tuesday, September 14. The theme for the fundraiser will be a casino night. CE will be offered Wednesday, Thursday and Friday mornings. Wednesday afternoon will be the golf outing as well as a clay shoot.

A reminder was given for the challenge to have 100% RPAC participation on all committees.

The Broker Involvement Program is close to meeting President Rita's goal of 40 offices signed up. She sent a letter to brokers in January. ND has already exceeded NAR's goal.

The calendar was reviewed. One change was made. The June meetings will be held the 8<sup>th</sup> and 9<sup>th</sup> instead of the 9<sup>th</sup> and 10<sup>th</sup>. They will be held at the Grand International in Minot.

Rita thanked the Board members for taking an active role in the association even in a brisk market.

There being no further business, the meeting was adjourned.

Respectfully submitted,

Moni Krantz