



North Dakota Association of REALTORS®

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Membership Services Minutes

December 1, 2011

Seven Seas Inn, Mandan

Present: Lyn Dwyer, Connie Osowski, Cindi Kouba, Ninetta Wandler, Karin Haskell, Amy Hullet, Hollie Kietzer, Dewey Uhlir, LuAnn White, Diann Loper, Judy Hoskin, Vivian Thingelstad, Rita Schuster

Guests: Dave Lanpher, John Colter, Beth Posey, Todd Randall, Daryl Braham, Donna Higginbotham, Todd Anhorn, Bob Lee, Jodi Danzl, Judy Gehrke, Diana Zietz, Sharon Lunski, Peggy Isakson, Mike McEown, Scott Breidenbach

Absent: Bob Karn, Suzy Shook, Lynnell Strothman, Perry Weekes, Valerie Fiske, Patsy Dombovy, Laurel Haake, Steve Diederick

Staff: Moni Krantz, Claus Lembke

Past Chair Lyn Dwyer called the meeting to order. Chair Bob Karn was unable to make it to the meeting due to weather and poor driving conditions. Committee members and guests were introduced.

Minutes from the July 27, 2011 meeting were reviewed and approved as presented.

Membership statistics and demographics were reviewed.

Reports were given from local boards regarding their local markets and happenings.

Congratulations were offered to Dave Lanpher for being appointed to the ND Real Estate Appraiser Qualifications and Ethics Board. Dave asked those present to send him an email if there are any issues that he can bring forward to the Board.

The second annual REALTOR® Ring Day is scheduled for Friday, December 9, 2011. This year, 10 other states have joined. Local contacts are listed at www.realtoringday.com.

The 2011 Marketing Co-op Program was reviewed. Some boards have not used the funding available. The option of a plan for 2012 was discussed. Money has been budgeted to the Membership Committee, but it was consensus of the group to wait until the February meetings to decide how to use that funding for 2012. There may be a legislative issue in Measure 2 – No Property Tax that may require funding.

Discussion was held regarding the weekly podcasts that were done for 2011. A motion was made to prepare podcasts once per month or more if needed, with a longer time length (2-3 minutes). (M/S/C) A suggestion was to start the podcast with “today’s topics are...” so viewers stay tuned to the end.

Life Membership applications were reviewed for five members: 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. All were approved. (M/S/C)



Staff reviewed the member benefits of MongoFax and DocuSign. More information about them and the program through UPS will come out in podcasts or future reports.

Lyn Dwyer relinquished the Chair position to Connie Osowski, Vice Chair.

Discussion was held regarding the REALTOR® Involvement Award program (formerly Star Achiever). A motion was made to eliminate the REALTOR® Involvement Program for 2012. (M/S/C) The decision was due to the low participation and that the award is no longer serving the purpose for which it was originally intended – to create more involvement.

The Chair position was returned to Lyn Dwyer.

REALTOR® Relief Foundation grants are still available. Everyone was encouraged to pass the message that money is available for flood victims. All paperwork needs to be finalized by December 15.

A proposal from the Moving Families Initiative was reviewed. It was consensus of the group that anyone interested could purchase the DVDs individually.

NAR Committee members were invited to share information from their meetings in Anaheim. Rita Schuster, serving on the Risk Management Committee, reported of a form from Freddie Mac for clients to show it is an arm's length transaction (stating that buyer and seller don't know each other) to avoid fraud. NAR is working to get rid of this form due to the liability to REALTORS®.

Dewey Uhlir, State & Local Issues Forum, talked about property tax issues. He also shared questions from the speaker to be prepared in the event of an accident or death – Where is the will? Insurance? Passwords? What assets are left? Who do I need to forgive? What life lessons have I learned? What am I most grateful for? Who do I love?

The goals from the Leadership retreat were reviewed and items were selected for this committee to focus on:

- 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.)

Committee members were challenged to bring other members to the next meetings.

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

The meeting was adjourned.

Submitted by: Moni Krantz, Executive Assistant