



# North Dakota Association of REALTORS®

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**2005-2006**

## BOARD OF DIRECTORS

### PRESIDENT

Dewey Uhlir, ABR, CRS, GRI, RMM

### PRESIDENT ELECT

Joe Frenzel, CCIM, GRI

### VICE PRESIDENT

Tate Cymbaluk, GRI

### PAST PRESIDENT

Scott Louser, ABR, ABRM, CRB, CRS, GRI

### NATIONAL DIRECTORS

Scott Louser, ABR, ABRM, CRB, CRS, GRI  
 Perry Weekes, GRI

### LOCAL BOARD REPRESENTATIVES

#### Badlands:

Diane Duchscher, ABR, CRS, GRI

#### Bismarck/Mandan:

Jerry Janz, GRI  
 John VanMiddlesworth, GRI  
 Doug Schonert, GRI

#### Bois de Sioux:

Shelly Zach, GRI

#### Fargo/Moorhead:

Steve Lunde, CRS, GRI  
 Daryl Braham, GRI  
 Lyn Dwyer, GRI, RMM  
 Dave Lanpher, ABR, CRS, GRI, RMM, QSC  
 Mark Mason, ABR, CRS, GRI

#### Grand Forks:

Shawn Horn, CRS, GRI  
 Rita Schuster, ABR, CRS

#### Jamestown:

Candice Dempsey, GRI

#### Minot:

DeLynn Weishaar  
 Judy Hoskin, GRI

#### Williston:

Nancy Hoffelt, CRS

### EXECUTIVE VICE PRESIDENT

Claus Lembke, CAE  
[Claus@ndrealtors.com](mailto:Claus@ndrealtors.com)

### ASSISTANT AE/OFFICE MANAGER

Jill Beck  
[Jill@ndrealtors.com](mailto:Jill@ndrealtors.com)

### ADMINISTRATIVE ASSISTANT

Moni Krantz  
[Moni@ndrealtors.com](mailto:Moni@ndrealtors.com)

## Minutes

### Board of Directors Meeting

January 26, 2006

Seven Seas Inn, Mandan ND

### Present:

Dewey Uhlir, Joe Frenzel, Tate Cymbaluk, Scott Louser, Perry Weekes, Diane Duchscher, Jerry Janz, John VanMiddlesworth, Doug Schonert, Steve Lunde, Dave Lanpher, Daryl Braham, Lyn Dwyer, Mark Mason, Shawn Horn, Rita Schuster, Candice Dempsey, DeLynn Weishaar, Judy Hoskin

### Absent:

Shelly Zach and Nancy Hoffelt

### Guests:

Nancy Deichert, Judy Gehrke, John Colter, Mike McEown, Doris Hoff, Shirley Moen, Vicki Roller, Sharon Lunski, DeAnne Mason, Pat Gagnon, Pat Jergenson, Casey Chapman, Denise Vormestrand, Kerry Carpenter, Bill Schlosser, Ray Thielman, Weezie Potter, Don Dietrich, Elsie Johnson

### Staff:

Claus Lembke and Jill Beck

President Dewey Uhlir called the meeting to order.

Introductions of those in attendance.

Dave Lanpher led in the Pledge of Allegiance and gave the invocation.

Minutes of October 13, 2005 Board of Directors Meeting were reviewed and approved as presented. (M/S/C).

Legal Council Update – Casey Chapman: Stated that the Legal Hotline has been busy with questions from agents switching offices and also trust account questions. In the process of reviewing several boards purchase agreements. Also covered legislative changes including incorporating of salesperson (encouraged to discuss with accountant), new home construction warranty and short term mortgage redemption repelled.

Financial Statement – Claus Lembke reviewed. Changed to new accounting system and everything through December reported seems right on target. Moved to approve as presented (M/S/C). Question also asked about comparing to monthly budget vs. year end budget. Stated to contact staff to review.



NAR Directors Report – filed and available on [www.ndrealtors.com](http://www.ndrealtors.com) . Sent prior to meeting for review.

ND Real Estate Commission Report – Pat Jergenson, Secretary/Treasurer:  
Administrative rules hearing has been held and all recommended changes have been made including the most significant to effect licensees is that there will no longer be a limit on correspondence/on-line education CE hours. Legislative changes are that a salesperson can now become incorporated for a one time fee of \$200. As of August 1 home inspectors now have to be registered. Renewals are done and license law books are being reprinted.

Dakota CRS Chapter Report – no report

Dakota CCIM Chapter – held their annual meeting this week.

RPIC Update – Claus Lembke reported in the absence of Ron Volk – NAR provided training the second week of January for RPIC Committee members, FPCs and RPAC Fundraising Chairs. In attendance at these Washington DC meetings were: Ron Volk, Daryl Braham, Randy Schwartz, Randy Hokenson, Sharon Lunski, Dewey Uhler, Tate Cymbaluk and Claus.

REALTOR<sup>®</sup> Foundation Report – Bill Schlosser, Chair: Claus and Bill have met with the ND Community Foundation and feel this is a viable resource to use for the establishment of the foundation – the interest from the fund would be used for what the committee/association sets it aside to do with – (ie. Scholarships) Motion was made to continue with research and come back at the April meetings with a plan of the funds purpose and of how funds would be used. (M/S/C)

Local Board Reports:

Badlands BOR: Diane Duchscher – 2005 was an active year, values are up 10%, New AE has been hired, Forms 4 U are on hold, MLS Committee is reviewing forms, hope to hold education class on FlexMLS, Spring Fling Social in the spring.

Bismarck Mandan BOR: Jerry Janz – 2005 had a robust market, average sales price is up 7-10%, gave members the option of dues renewal on line and 25% of members took advantage of it. Had 22 non-renewals and are currently at 275 members. In the process of converting their MLS and are investigating electronic lockboxes.

Fargo Moorhead AAOR: Steve Lunde – 2005 was a banner, 24 members attended the NAR Convention in San Francisco, had a successful holiday party, held a safety and identity theft CE seminar. Congratulated Fargo Moorhead Crystal R's – Daryl Braham and Ann Cichy. Working on website to make it more user friendly and forms on-line with autofill. Working on the Convention of the Dakotas and President, President Elect and AE will be doing office visits to educate and inform members about the association and their services.

Grand Forks BOR: Shawn Horn – Participated in Katrina Fund Relief efforts, building permits are up, 166 licensed agents for 2006. Average sales price is \$135,000, giving tree for 6 families that the board donated gifts, CRS class was successful with 61 attendees.

Jamestown BOR: Candice Dempsey – Good year, 10% increase in taxes, hired new AE, Rod Monson, bylaws are now in place, held successful CE courses and Christmas party with fundraiser.

Minot BOR: DeLynn Weishaar – 142 members renewing, Christmas social and charity event were successful, held a leadership breakfast, implementing new MLS System, market is very good with average list price at \$123,000 and sales price at about 97% of list price.

Williston BOR: Tate Cymbaluk – oil activity is strong, new construction permits are up and have a huge shortage of homes.

Committee Reports:

Education: Doris Hoff – Committee reviewed the December 2005 financial statement and will have the blue CE folders printed with some of the proceeds. Committee requests the delivery of a spring caravan with the contract law and agency law update courses at 7 locations. (M/S/C).

Recommend creation of the Fair Housing and Risk Reduction Courses for classroom presentation and on-line courses. (M/S/C)

Moved to approve further research of suggested possible deliveries for the additional 15 hours pre-licensing and the requests that NDAR staff research all of the above alternatives and present the findings to the Task Force for review and additional input. Due to the importance of making this education available as soon as possible the Task Force asks authorization to implement this plan, rather than having to delay the decision to the next meeting of the Education Committee in April. (M/S/C)

Also reviewed the upcoming GRI Courses and the Bismarck Mandan BOR requested sponsoring RS 202 – “Effective Buyer Strategies” in the fall.

Membership: Denise Vormestrand – Reviewed membership stats and local boards gave reports on their activities, goals were reviewed and Darryl Braham gave an update on the Small Business Health Plan.

The SD Association submitted a request for a logo contest to go with the new title of the State convention (REALTOR® Convention of the Dakotas). A motion was made to set aside in the 2007 budget the cost for a prize of a convention registration for the winning proposal of the logo contest. (M/S/C). Staff and Chair to work out details. Taskforce created to work with staff on updating the look of the newsletter.

The Grievance/Professional Standards Taskforce meet and recommends that any appointed chairman to a Grievance committee should be proficient in the procedures and options available to the committee. Staff is to inform the Grievance committee of the limited role it plays according to Part Three and Nine of the NAR Code of Ethics and Arbitration Manual. The committee should be reminded not to stray over to the functions of a hearing panel. If, according to the rules in Part Three and Nine, the Grievance committee has some remaining questions they should be reminded that they have the right to request additional information. (M/S/C)

Nominating – Scott Louser – will be scheduling interviews with candidates for NDAR Vice President, President Elect and Real Estate Commission appointees in April.

RPAC Fundraising – Shirley Moen – off to a good start on fundraising due to dues billing for RPAC and they reviewed goals that were set for 2006.

RPAC Trustees – Tate Cymbaluk – Taskforce reported on conflict of being a FPC and Trustee – felt that there was no real conflict but more of an opportunity if the FPC's were made ex-officio member of the Trustees (instead of being Trustee) and also Region 8 NAR Trustee be made ex-officio member unless already a Trustee. (M/S/C)

The split of funds for 2006 was set that of the 70% that stays in state that 80% go to locals and 20% to the state.

Board Certification – Joe Frenzel – there are 2 boards that have done the necessary paperwork with NAR on bylaws and they are right on track and staff will follow up that their bylaws are approved.

Scott Louser gave an update from the NAR Convention in San Francisco and it was discussed at the MLS Committee that the word MLS should not be used on the public websites using listings – especially warned not to use the term “searching MLS”.

President Dewey asked for ratification of appointments to committee as follows:  
(M/S/C)

RPAC Trustees (3 year term): Joe Frenzel, Badlands Board of REALTORS® and Ann Cichy, Fargo Moorhead Area Association of REALTORS®

Issues and Mobilization (3 year term): Joni Olson, Williston Board of REALTORS®; Matt Watne, Minot Board of REALTORS® and Shirley Dukart, Badlands Board of REALTORS®

Grievance Committee(3 year term): Gene Weekes, Bismarck Mandan Board of REALTORS®; Joni Olson, Williston Board of REALTORS® and Donna Keogh, Bois deSioux Board of REALTORS®

Convention Bid for 2010 from the Grand Forks BOR was reviewed by Rita Schuster. Meetings and education would be at the Alerus Center with sleeping rooms at the Canada Inn (yet to be built) and the Hilton Garden Inn. Moved to approve with request to review again in a year (possibly at September Convention) for availability of sleeping rooms. (M/S/C)

Joe Frenzel stated that the Badlands BOR will be proposing a bid to do the 2012 convention at the April Meetings. It will have a new twist in that the Board will be proposing to sponsor the convention in Bismarck.

Upcoming Calendar was briefly reviewed.

Respectfully Submitted,

Jill Beck