



North Dakota Association of REALTORS®

318 West Apollo Avenue – Bismarck, ND 58503-1412
Phone: 701-355-1010 or 800-279-2361 – Fax: 701-258-7211
realtors@btinet.net - www.ndrealtors.com

2004-2005

BOARD OF DIRECTORS

PRESIDENT

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

PRESIDENT ELECT

Dewey Uhlir, ABR, CRS, GRI, RMM

VICE PRESIDENT

Joe Frenzel, CCIM, GRI

PAST PRESIDENT

Kari Myhre, ABR, CRS, GRI, RMM

NATIONAL DIRECTORS

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

LOCAL BOARD REPRESENTATIVES

Badlands:

Diane Duchscher, ABR, CRS, GRI

Bismarck/Mandan:

Randy Hokenson, ABR, CRS, GRI
Jerry Janz, GRI
Doug Schonert

Bois de Sioux:

Shelly Zach, GRI

Fargo/Moorhead:

Dave Lanpher, ABR, CRS, GRI, RMM, QSC
Steve Lunde, CRS, GRI
Lyn Dwyer, GRI, RMM
Jim Deibert, GRI
Randy Schwartz

Grand Forks:

Skip Greenberg, ABR, CRB, CRS, GRI
Shawn Horn, CRS, GRI

Jamestown:

Scot Nething

Minot:

Norma Opperude, GRI
Gary Olson, GRI

Williston:

Arlene Hickel, CRS, GRI

EXECUTIVE VICE PRESIDENT

Claus Lembke, CAE

ASSISTANT AE/OFFICE MANAGER

Jill Beck

ADMINISTRATIVE ASSISTANT

Moni Krantz

Meeting Minutes

Board of Directors

February 15, 2005

Radisson Inn, Bismarck

Present: Scott Louser, Dewey Uhlir, Joe Frenzel, Kari Myhre, Larry Louser, Perry Weekes, Doris Hoff (for Diane Duchscher), Randy Hokenson, Jerry Janz, Doug Schonert, Shelly Zach, Dave Lanpher, Steve Lunde, Lyn Dwyer, Randy Schwartz, Jim Deibert, Skip Greenberg, Shawn Horn, Scot Nething, Norma Opperude, Gary Olson

Absent: Arlene Hickel

Guests: Denise Vormestrand, Pat Gagnon, Mary Splichal, Shirley Moen, Tate Cymbaluk, Doris Hill, Ray Thielman, Ann Cichy, Donna Keogh, Kathy Hammer, Steve Diederick, Vicki Roller, Nancy Deichert, Brenda Berg, Mike McEown, John Colter, Pat Jergenson

Staff: Claus Lembke, Jill Beck

President Scott Louser called the Meeting to order.

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

The Board introduced themselves.

The minutes from the December 3, 2004 meeting were reviewed and approved as presented. (M/S/C)

The financial statement through January was reviewed by Claus: income is ahead of the budget and expenses are on schedule.

Pat Jergenson gave a Real Estate Commission update. The new process of renewals worked well. The commission has had several inquiries about the time it was taking Rice Insurance to process E & O insurance and they are looking into it. Jane Willows, secretary, retired after 44 years and they have hired an Administrative Assistant who started February 1. Audits will start again this summer and fall.

Claus gave a report regarding the Dakota Chapter of CRS. The Chapter met in January in Sioux Falls and are proposing doing the CRS course in the morning and golf in the afternoon on Wednesday of convention. The hope is to get higher



attendance at the CRS course by inviting REALTORS® from Minnesota, Iowa and Nebraska to just attend the course. After discussion, it was moved to send a letter of clarification to the South Dakota Board of Directors that we agree in principal with inviting other states to the CRS course, but attendees from ND and SD should be registered for convention if attending the CRS class.
(M/S/C)

There was no report from the CCIM Chapter.

RPIC – Claus updated the Board on the NAR Action Center (National Association’s Call to Action system) and reported that NAR would like to have at least 600 REALTORS® from North Dakota signed up. Local boards were asked to go back to their membership and promote. NDAR will also follow up with a direct e-mail to all members.

Local Board Reports:

Badlands – Doris Hoff – Looking at ways to increase membership and attendance at meetings. They are looking at doing a fundraiser this spring.

Bismarck Mandan – Randy Hokenson – It is a good market and membership has increased. They are developing a request for proposals for an MLS system. They have several Task Forces established to look at uniformity of data in MLS, revamping new member orientation. They are looking at doing an Affiliate appreciation event. Members have been involved with NDAR in the Legislative process. Looking at revamping purchase agreements.

Bois de Sioux – Shelly Zach – It is a good market but they continue to have low inventory. They are now on board with a computerized MLS which is going well. They are in process of revising Bylaws and updating forms.

Fargo Moorhead – Dave Lanpher – Current membership is 517. They did a Tsunami relief drive raising \$6000 for NAR’s fund. RPAC fundraising is going well. Their market is active. They are looking at developing a publication and web format for the Board.

Grand Forks – Skip Greenberg – The market is good, inventory is short. New construction could have a record year. RPAC fundraising is going well. They also did a Tsunami fundraiser. They have 155 members. They are planning to offer an RS course in the fall.

Minot – Norma Opperude – Membership is at 155 and the market is strong. They are looking at MLS systems. They are also looking at changes in forms. The Christmas party was very successful along with the fundraiser for Salvation Army. In March they will be doing an Affiliate Appreciation and will be adding an RPAC drive that evening with a Sexy Legs contest.

Williston – Tate Cymbaluk – Inventory is low, prices are up and oil activity is strong which is adding to the population.

Committee Reports:

Education – Dave Lanpher – Legislation dealing with pre-licensing hours was discussed. Discussed and support the Real Estate Commissions proposal to lift the maximum of 6 hours for online and correspondence courses. GRI 3 & 4 classes are coming up in Fargo.

Membership – Randy Schwartz – Reviewed membership stats and found that members are interested in disability and life insurance and will look at proposals at the April meetings. New member brochure is being worked on. Criteria for Life membership was reviewed and will be recommending changes. Also looked at Realty Supply Store doing an on-line web store for NDAR's website which would cost \$99 for the first year and generate 12% revenue on sales.

Political Affairs – Tate Cymbaluk – Reminded everyone of the need for involvement in our legislative process and that all bills were discussed in detail the day prior.

At this point, House Majority Leader/REALTOR® Rick Berg, Fargo, was introduced and briefed the Board on where the state is compared to the National average and where the focus of the Legislature is.

RPAC Fundraising – Shirley Moen – The fundraising is off to a “good start.” RPAC dues billing went well with over \$25,000 raised. Shirley stressed to make fundraising fun.

RPAC Trustees – Tate Cymbaluk – 2005 split will be 15% to Issues with remainder split 50/50 between local and state. The committee elected Ron Volk as Chair and Tate Cymbaluk as Vice Chair.

REALTOR® Foundation Report – Claus Lembke – He has met with legal council and also need to get accountants input which we will continue researching after tax season.

Board Certification Task Force – Joe Frenzel – Two boards have turned in packets and Joe stressed to Association Executives and Presidents to get theirs turned in and make a note if they are awaiting approval from NAR on bylaws or Rules & Regs.

Being no further unfinished business, President Louser moved on to new business.

New Business:

Education – Dave Lanpher moved to support the Real Estate Commission's proposal to lift the hours taken online from 6 to 16. (M/S/C)

Membership – Randy Schwartz moved to approve changes to the Life Member criteria as presented. (M/S/C) (see attached) Also moved to request \$99 to implement Realty Supply Store on NDAR's website on a year to year contract. (M/S/C)

President Scott Louser asked for support to send a letter to the Minnesota Association to encourage them to sponsor a CRB course for the region. (M/S/C)

A motion was made to ratify appointments to committees for Guy Miller, Bois de Sioux on Issues & Mobilization; Ron Volk, Bismarck and Tate Cymbaluk, Williston, to RPAC Trustees. (M/S/C)

Base retention was discussed and members were asked to take back to their local boards base retention committees and share the timeline NAR sent and to get involved in their local committees/task forces. Joe Frenzel also stated that the Issues & Mobilization committee would look at funding if needed.

President Louser briefly reviewed NAR's Legislative/Regulatory Priorities and many of these issues will be discussed at DC Hill visits. He asked if anyone wants to take the lead on any issue to let him or staff know.

President Louser also thanked those that have been involved in NDAR's legislative process and especially those that have come in to testify and Claus and Jill.

Joe Frenzel addressed the Claus Lembke Political Involvement Award and that they will be doing some revamping with the program. There were numerous applications this year and three deserving winners were selected. This year's recipients are Judy Lee, Larry Louser and Ron Volk.

Calendar of events was reviewed with the REALTOR® Summit being stressed.

President Louser did a follow up for local boards to add verbiage on their forms about sales price disclosure and CLUE reports. Staff to send proper verbiage to AEs and Presidents.

Respectfully submitted,

Jill Beck