



North Dakota Association of REALTORS®

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2011

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Minutes

Professional Development

February 8, 2011

Present:

Amy Hullet, Marsha Mugaas, Ninetta Wandler, Karin Haskell, Mary Splichal (for Linda Hixson-Maixner) Suzy Shook, Lynnell Strothman, Dave Branson, Theresa Halvorson, Cat Yokom, Dave Blumkin, Patsy Dombovy, Doris Hill, Diann Loper, Denise Messmer, Jared Miller (for Steve Diederick), Shelly Zach (for Donna Keogh), Karen Burau

Absent:

Diana Zietz, Linda Bunde, Diane Duchscher, Doris Hoff, Arnie Kosobud, DeAnne Mason, Elsie Johnson, Mavis Winkels, Gray Kramlich, Kathy Hammer

Guests:

Guy Miller, John Colter, Nancy Deichert, Jared Miller, Cindy Harvey, Amy Splichal, Steve Lunde, Kevin Fisher, Bob Lee, Lyn Dwyer, Pat Jergenson, Kim Visser, Mike McEown, Judy Gehrke

Staff:

Moni Krantz

The meeting was called to order by Chair Amy Hullet and introductions were made.

Minutes from October 6, 2010 were reviewed and approved as presented. (M/S/C)

NDAR Leadership has issued a challenge to all committees for 100% participation in RPAC. The focus is that ALL members of every committee give at least the \$30 per member goal. Leaders in the Association need to set the example and that will in turn help achieve the state goal of 75% participation overall.

Moni Krantz gave an update on several courses:

- Risk Management in Social Media earned about \$2,000 in proceeds
- December 1-2 seminars earned about \$6,000 in proceeds
- ABR for spring is waiting on the survey regarding designations that staff is currently working on
- GRI 3 & 4 are scheduled for March 7-8 and March 28-29 at the Seven Seas in Mandan. Members are asked to help promote this to avoid a large expense this year
- Code of Ethics and Hearing Panel Training course is being worked on with a speaker from Minnesota. Staff will report more as this is scheduled.
- Casey Chapman is creating a course to meet the mandatory subject for license renewal. This course will likely be taken on the caravan around the state.
- December 7-8, 2011 have been scheduled for the year-end CE seminar

The Grand Forks Area Association presented a proposal to host CRS 205: Finance and Tax the week of October 10th with a 30/70 split with NDAR. A motion was made to accept this proposal (M/S/C)

Our focus in 2011 is ***"It's All About YOU"***, the member. Our goals are to:

- improve communication to and from the Association to you
- develop innovative services and support in technology for you
- increase the efficiency of the business of the Association and for your business



An update from the Mandatory Broker Course Task Force was given by Dave Branson. The Task Force researched the issue and found there are 370 active brokers in ND and discussion was held.

A motion was made to recommend that the Board of Directors ask the ND Real Estate Commission to consider two levels of mandatory education (Broker/Salesperson) and for NDAR to provide options for live and online courses to meet the requirements. (M/S/C)

This plan would go into effect for 2012 at the earliest. The Real Estate Commission is in the investigation stage of the process. A suggestion was made to have the brokers required to complete both salesperson and broker level courses.

The objectives from the Board of Directors were discussed. It was noted that the Technology Committee has scheduled a lunch and learn on Facebook basics for the April meetings. Technology education other than social media is available using local resources such as colleges or enrichment courses and these options should be promoted at monthly local meetings.

The objective regarding Business etiquette is achieved in the offering of the mandatory license renewal courses for 2011. The objective of hosting financial and business planning courses is achieved in the GRI 3 course in March and the CRS 205 course scheduled for October.

A request will go to the Board of Directors for further direction and objectives.

Suzu Shook brought a request from HUD to host a course covering the many new regulations for agents dealing with HUD homes. Discussion was held and it was consensus of the committee that this would be very beneficial for those who work in this arena.

A motion was made to incorporate a HUD class with the Spring Caravan in as many locations as HUD will do with a strong urge for CE approval and a nominal fee to be charged to cover costs. (M/S/C)

The meeting was adjourned.

Respectfully submitted,

Moni Krantz, Executive Assistant