



# North Dakota Association of REALTORS®

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Professional Development Committee  
Grand International Inn, Minot, ND  
June 8, 2010

Present: Amy Hullet, Karen Burau, Diann Loper, Denise Messmer, Marsha Mugaas, Lorrie Nantt, Paula Polasky, Suzy Shook, Mary Splichal, Arlene Volk, Ninetta Wandler, Wade Williamson, Mavis Winkels

Absent: Chery Bourdeau, Daryl Braham, Dave Branson, Linda Bunde, Patsy Dombovy Vasquez, Diane Ducherscher, Doris Hill, Linda Hixson Maixner, Donna Keogh, Cindi Kouba, DeAnne Mason, Michael McAllister, Cat Yokom

Guests: Jennifer Hogue, Lyn Dwyer, John Colter, Jim Dunavan

Staff: Moni Krantz

The meeting was called to order by Chair Elect Amy Hullet and members were introduced.

Minutes from the March 24, 2010 meeting were reviewed and approved. (M/S/C)

Moni Krantz gave an update on past courses. It was noted that the figures given for proceeds do not reflect any staff time, so are not actual income amounts.

The fall 2009 mini-caravan with Dwayne Carte had 277 students in 2 locations (Bismarck and Fargo) with 2 classes in each location. Proceeds were about \$9,073.

Dwayne Carte also taught the Short Sales & Foreclosure classes in February in three locations (Bismarck, Minot and Grand Forks). This class ended with 372 students and proceeds of \$12,305. This figure is after giving a split to the three local boards for their help in promoting and registration for the classes.

The spring caravan with Casey Chapman and the mandatory class for 2010 was held in 7 locations (all local boards except Wahpeton) with 695 students attending. Proceeds for this course were \$21,948.

The Rookie Course taught by Scott Louser in conjunction with the state meetings in March was well received. 29 students attended with some being more seasoned agents as well as many new members. The evaluations were very good overall.

Online courses have been available through NDAR since 2000 and the trend shows increasing numbers of students since then.

The ABR designation course was held in Fargo May 19-20. The Fargo Moorhead Association co-sponsored this with NDAR. They had 30 students and are finalizing the income and expenses, but it looks like it should end up with around \$900 in proceeds. That does not include staff time, so it is really about break-even but was focused on being a member benefit rather than a profit maker.

Several local boards have hosted or scheduled courses in cooperation with NDAR. The Jamestown board offered the FlexMLS training and the FirstHome certified training. Fargo Moorhead will host the Agency class in August and October and the Bismarck Mandan board will host it also in August.



The GRI program was discussed in regards to the large amount that had to be paid to Kaplan from the April classes in Mandan.

A motion was made to schedule GRI 3 & 4 in February, March or April with at least 2 weeks between each institute. (M/S/C) Staff will coordinate this with Kaplan Professional Schools. This committee will evaluate after the classes are held to decide how to proceed for future offerings.

The Dakotas CRS Chapter co-sponsored a class with the SD Association. There were 26 people pre-registered for the Marketing with Microsoft Office in Pierre, SD the same day as this meeting.

CRS 201: Listing Strategies will be held in Bismarck October 18-19. Watch for more information coming soon.

The mandatory Agency for the 21<sup>st</sup> Century will be offered in Fargo August 10 and October 12 and in Bismarck on August 26. The online course through the CE Shop was just approved this week and should be live very shortly. McKissock is also working on an online version to meet mandatory and should also be available soon. The live course will also be presented December 1 or 2 in Bismarck.

The December education seminar will likely include 12 hours (4 courses).

Members were reminded of the 100% participation in RPAC challenge from state Leadership. Currently, the committee is at 68%. Chair Elect Amy has issued the challenge that this committee be the first to reach 100%.

Previously, the Technology Committee requested that this committee offer a course on Risk Management on Social Media. The committee held discussion regarding the length of the class and the locations preferred to hold it. A motion was made to hold a 3-hour class on Risk Management on Social Media with staff to find the best instructor(s) to meet the members' needs and to hold in one northern location (Grand Forks board offered) and in Bismarck with the state sponsoring the class. Staff should decide the dates. (M/S/C)

NAR is working on investigating a master's degree program with majors in real estate sales and marketing, real estate brokerage and appraisal, among others and the need for it. This is expected to take two to three years to earn the accreditation.

Staff received a request from an instructor offering courses on varied topics. The information was reviewed.

The CE tracking form was reviewed. This is replacing the blue CE folders that have previously been available through NDAR.

Staff contacted the MN Association of REALTORS<sup>®</sup> Government Affairs Director to get more info on the mandatory broker education program they are starting.

- Will take effect 7/1/11
- 1 hour "module" annually
- Required for license renewal as part of the 30 hours required every 2 years
- Testing will be required
- Topics will be whatever is "hot" right now – forms, legal issues, office management, accounting, etc.
- Member driven
- Government Affairs/Board of Directors/Staff
- Work with Dept of Commerce and Kaplan to develop the courses
- Also working on an agent module of 3.75 or 7.5 hours annually
- Also adding broker requirements for Code of Ethics training

A motion was made to recommend to the Board of Directors to pursue mandatory broker and broker associate education in addition to the current requirements. (M/S/C)

The Professional Standards Task Force brought a request to hold the Hearing Panel training possibly with Linda Modlinski, MNAR, possibly held in conjunction with the Code of Ethics training. (M/S/C) Staff will coordinate this.

A request was brought from the Equal Opportunity Committee to suggest to the Real Estate Commission that they offer Fair Housing/Diversity Training as a potential mandatory topic for 2011. This request will be brought to the Board of Directors. (M/S/C)

Cat Yokom was unable to attend the meeting, but sent the survey results with Lyn Dwyer to present to the committee. This was a survey regarding designations of the FMAAR members with 93 surveys returned. Lyn passed out copies of the survey questions for those interested in using it or one similar. A copy of the results was left with staff for anyone interested.

Members were reminded to register for the convention in Grand Forks in September.

The meeting was adjourned.

Respectfully submitted,

Moni Krantz  
Executive Assistant