



North Dakota Association of REALTORS®

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Professional Development Minutes
December 1, 2011
Seven Seas, Mandan

Present: Marsha Mugaas, Lynnell Strothman, Amy Hullet, Ninetta Wandler, Karin Haskell, Linda Hixson-Maixner, Mary Shelkey-Miller, Theresa Halvorson, Jodi Danzl, Patsy Dombovy, Paula Polasky, Mavis Winkels, Doris Hill, Diann Loper, Judy Hoskin, Denise Messmer, Rita Schuster

Guests: Sally McCravey, Judy Gehrke, Peggy Isakson, LuAnn White, Vicki Roller, Diana Zietz, John Colter, Sharon Lunski, Daryl Braham, Donna Higginbotham, Todd Randall

Absent: Scott Breidenbach, Diane Duchscher, Dave Branson, Shawn Ostlie, Jerry Youngberg, Kathy Hammer, Linda Novak

Staff: Moni Krantz, Claus Lembke

Chair Marsha Mugaas called the meeting to order. Committee members and guests were introduced.

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

Information from 2011 courses was shared by Moni Krantz. The Mortgage Basics course was well-attended and received good reviews. Proceeds will be shared with the local boards. The CRB course held in Fargo had mostly good reviews except for a few agents who found it was more broker focused than they thought it would be. Several Local Boards have co-sponsored courses throughout the year. The HUD course had about 50 attending and was funded primarily by HUD. Grand Forks hosted the CRS 205 course with 38 attending and ended up with a small proceed. December 7 & 8 will be the last chance for live courses in the state. Registrations are going well for that.

The Quadrennial Code of Ethics requirement was reviewed. 2012 is the last year of this cycle. ALL members will need a qualified course for their membership requirement. Local Boards can sponsor the NDAR approved course for the \$3 per attendee fee.

GRI is in the works for spring 2012 in Fargo. This is contracted through Kaplan out of Minneapolis. The rotation will offer GRI 1 & 2 this year.

The Fargo Moorhead Association will bring a proposal for the CRS course for fall 2012 to the February meetings.

It was stated that NDAR pays a license fee in cooperation with the SD Association to authorize sponsorship of any REBAC courses. A motion was made that NDAR sponsor the ABR core course in Bismarck for 2012. (M/S/C)

There have been requests from past committees to provide more Technology courses. Any suggestions or ideas are welcome. This item will be placed on the next agenda also.



Regarding Broker education, Pat Jergenson from the ND Real Estate Commission mentioned a white paper from ARELLO that would make an outline appropriate to develop a course. This paper will be emailed to the committee members. It was consensus of the group to move forward with making broker education available. Staff will request an outline from the Real Estate Commission regarding a course being created in Colorado. The information will be brought back to the next agenda.

Discussion was held regarding the Spring Caravan. Staff noted that Joe Sheehan has taught a couple courses for us with good reviews and he has come to NDAR proposing a joint course with Casey Chapman, a representative from a Title Company and Joe (mortgage officer). A motion was made to go forward with this course for the 2012 spring caravan. (M/S/C)

NDAR has been approached by the ND Health Department to host a course on Radon. They offer a grant that would cover most expenses for hosting the course. Questions came up such as the length of the course, location(s), possibility to schedule in conjunction with state meetings. Staff will research these items and bring information back to the committee.

Lynnell Strothman gave an update from the Task Force looking at the pre-licensing requirements in ND and possibility of changing that requirement. The group will research the possibility of an increase to 60 hours pre-licensing hours. They will meet with members of the Real Estate Commission to help answer questions and bring their information back to the committee at the next meeting. The Task Force will include Lynnell Strothman & Patsy Dombovy, co-chairs, Theresa Halvorson, Judy Gehrke, Arnie Kosobud, and Paula Polasky. The group asked for input on questions to be answered.

The Leadership Retreat goals were reviewed and the following items were chosen to focus on for 2012:

- To increase new members participation in the process of preparing legislation for the 2013 legislative session
- To provide basic civics/government 101 training for members
- To increase involvement in Legislative Impact Day

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

The meeting was adjourned.

Submitted by: Moni Krantz, Executive Assistant