



# North Dakota Association of REALTORS®

318 West Apollo Avenue – Bismarck, ND 58503-1404  
Phone: 701-355-1010 or 800-279-2361 – Fax: 866-665-1011  
[www.ndrealtors.com](http://www.ndrealtors.com)    [info@ndrealtors.com](mailto:info@ndrealtors.com)

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

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

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[Claus@ndrealtors.com](mailto:Claus@ndrealtors.com)

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Brenda Helm

[Brenda@ndrealtors.com](mailto:Brenda@ndrealtors.com)

## Professional Development Committee Minutes

March 24, 2010

Seven Seas, Mandan, ND

**Present:** Linda Bunde, Amy Hullet, Wade Williamson, Chery Bourdeau, Dave Branson, Kim Visser (for Karen Burau), Diane Duchscher, Linda Hixson-Maixner, Diann Loper, DeAnne Mason, Michael McAllister, Denise Messmer, Marsha Mugaas, Lorrie Nantt, Suzy Shook, Arlene Volk, Ninetta Wandler, Mavis Winkels, Cat Yokom

**Absent:** Patsy Dombovy-Vasquez, Doris Hill, Donna Keogh, Cindi Kouba, Paula Polasky, Mary Splichal

**Guests:** John Colter, Rebecca Thorpe, Susie Lefor, Judy Gehrke, Pat Jergenson, Vicki Roller, Jenny Schuster, Kevin Fisher, LuAnn White, Mike McEown, Dewey Uhlir, Scott Breidenbach, Bob Lee, Peggy Isakson, Mark Mason, Donna Keogh, Nancy Deichert

**Staff:** Moni Krantz

The meeting was called to order by Chair Linda Bunde.

The minutes from December 2, 2009 were reviewed and approved as presented. (M/S/C)

Staff will add the Fall Caravan final financial report to the next agenda.

At the last meeting, committee members were asked to promote online courses. Vice Chair Amy Hullet challenged members to do that and report back their results at the next meeting.

Staff reported that nearly 1200 people attended NDAR sponsored education courses in February and March. Both the Short Sales and Agency courses are likely going to come in with higher proceeds than anticipated. The financial reports will be included on the next agenda.

GRI 1 & 2 were held in Mandan March 8-11. Staff reported that 26 and 21 students attended the sessions. The contract with Kaplan Professional Schools required that there be 40 students in each class or NDAR will have to pay the difference. NDAR will owe roughly \$5,700 for these classes. Discussion was held and suggestions were made to possibly hold only one institute instead of two in a week, or offer one in the spring and another in the fall. Committee members were asked to take it back to their local boards and it will be put back on the agenda for the next meeting.



Roughly 30 people attended the Rookie Course held the morning of this meeting. Talk after the class sounded like it was a good course for new REALTORS® as well as seasoned agents.

NDAR is working with Casey Chapman and Michael McAllister from the CE Shop to get the mandatory Agency class online. The target is to have it up and running by the end of May.

The Code of Ethics Quadrennial requirement is in the second year of the cycle. The class will likely be held in a 2011 spring caravan with the mandatory topic. It will also be available for local boards to host in their locations.

The Fargo Moorhead Association is unsure if they will be able to hold the ABR course in May. The local committee will be meeting next week to determine if this will be feasible or not. A motion was made that if Fargo Moorhead can't hold the class, the Grand Forks Association will host it for 2010. (M/S/C)

The Dakotas CRS Chapter is co-sponsoring with the SD Association the Marketing with Microsoft Office course with Pat Zaby. It will be held in Pierre, SD, on June 8.

Bismarck Mandan is hosting the CRS 201 Listing Strategies course October 18-19 at the Doublewood in Bismarck. Chuck Bode will be teaching the class.

The Agency for the 21<sup>st</sup> Century class was held in seven locations during the spring caravan. Casey Chapman received good evaluations for the course. It is now available for local boards to host throughout the year. So far Fargo Moorhead, Bismarck and Grand Forks are working on scheduling the class. December 1-2 will be the year end seminar in Bismarck and it will also be available then.

Diane Duchscher of the Badlands Board announced that their board is hosting Chuck Bode on April 21. The class will be the Negotiations course that he gave at the state convention in Watertown, SD.

Discussion about the development of a mandatory broker course was held. It was noted that the course would be a membership requirement, not licensing. Minnesota is hosting a broker summit and Montana requires managing brokers to earn certain hours each year. The issue was tabled until the next meeting where more information from Minnesota can be presented.

Chair Linda reminded the committee of the RPAC challenge to have 100% participation.

It was mentioned that Jim Deibert is retiring and may be looking at selling his pre-licensing course.

Denise Messmer, Chair of the Technology Committee, brought a recommendation from the committee to have a live course on Risk Management for Social Media (M/S/C) Michael McAllister offered to assist staff in identifying resources available for this.

There being no further business, the meeting was adjourned.

Respectfully submitted,

Moni Krantz