



North Dakota Association of REALTORS®

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RPAC Fundraising Minutes

February 22, 2012

Doublewood Inn, Bismarck

Present: Laurel Haake, Vicki Roller, Sally McCravey, Greg Larson, Suzy Shook, Ron Volk, Daryl Braham, Todd Randall (for Bob Lee), Dave Lanpher (for Gena Syvertson), Connie Osowski, Larry Louser, Jared Miller

Guests: Mike McEown, Todd Fetting, Scott Breidenbach, Rochelle Eick, Doug Schonert, Amy Hullet, Scott Louser, Cindi Kouba, John Colter, Nancy Deichert, Sharon Lunski, Diana Zietz, Mary Goroski

Absent: Shirley Dukart, Jim Dunavan, Jerry Youngberg, Gary Kramlich, Shelly Zach

Staff: Moni Krantz

Vice Chair Laurel Haake called the meeting to order. Committee members and guests were introduced.

Larry Louser, NAR Major Investor Council Rep, invited all present to become Major Investors. Local Boards have been challenged to become Major Investors this year also and so far three boards have done that.

Minutes from the December 1, 2011 meeting were approved as submitted. (M/S/C)

The NDAR and NAR fundraising goals and achievements so far were reviewed.

The goals from the Leadership Retreat were reviewed and items were selected for this committee to focus on:

- Create a brochure with talking points of why invest, RPAC vs. Issues – this item was recommended for local level discussion and bring back to the next meeting
- Develop and utilize website for RPAC – show accomplishments, split of giving to Democrat and Republican campaigns
- Wow factor

A suggestion was made for each local committee (or Chairperson for smaller boards) send a personal note of thanks to each investor (all levels, not just major).

The RPAC website is in planning stages and a link will be emailed when it is available.

Local fundraising stories were shared. Ideas included selling wrapped bottles of wine or specialty beers, dues billings, silent auctions, contest between groups.

A reminder was made that the deadline is July 1, 2012 for majority of the fundraising campaign so the Trustees know how much they can give to state candidates.

Discussion was held regarding the Major Investor payment plans. The consensus of the group was to continue the program but include a written "agreement" to be signed by the member and local staff to alleviate some of the confusion.



Staff noted that we are on track to achieve the NAR Triple Crown and President's Cup awards again this year. NDAR's goal for the Broker Involvement program is to have an additional 44 agents signed in to the program. Contacts will be made.

NAR had sent out a survey to those who had never given and to those who had not given last year. Only two responded of those who had never given and 37 of those who have been contributors.

Ron Volk, NAR REALTORS® Political Involvement Committee (RPIC) representative for ND, reported that he has \$1,000 available to use for recruiting people into the Broker Involvement Program. Last year, we gave away an iPad through a drawing of those brokers signed up for the program.

Scott Louser, NAR VP & Liaison to Government Affairs, and Daryl Braham, NAR RPAC Fundraising Liaison, gave updates from NAR. They both pointed out the ND is viewed as the best in the nation for RPAC. Also a reminder to remember the roots – even the \$30 investments are important.

Laurel Haake thanked all of our NAR reps for doing a wonderful job representing ND at the National level.

Staff reported that the RPAC Trustees decided on the local/state split for RPAC dollars that stay in state. After sending 30% of the total investments to NAR, the split is 75% to the Local Board and 25% to the State Association. This will be re-evaluated in September.

Committee members were challenged by Leadership to have all committees at 100% participation for RPAC. It is early in the fundraising year, but there are several committee members who haven't invested yet. This committee is highly encouraged to be the first committee to reach 100%.

The meeting was adjourned.

Submitted by: Moni Krantz, Executive Assistant