



North Dakota Association of REALTORS®

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STAFF:

Jill Beck, *Chief Executive Officer*
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Nancy Willis, *Gov't Affairs Director*
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Minutes

Professional Development

January 22, 2014 - 10:00a.m.

Ramada Inn, Bismarck, ND

Present: Cindy Harvey, Vicky Matson, Jeff Shipley, Roxie Auck, Janel Buchholz, Diane Duchscher, Judy Hoskin, Amy Hullett, Joyce Kuntz, Mary Shelkey-Miller, Lorrie Nantt and Ninetta Wandler.

Absent: Lynell Strothman, Past Chair; Nancy Allen; David Blumkin; Patsy Chapman; Mary Goroski; Kathy Hammer; Linda Hixson-Maixner; Joyce Kuntz; Dawn Lahlum; Weezie Potter; Rita Shuster and Diana Zietz.

Guests: Scott Breidenbach; Nancy Deichert (AE); Kevin Fisher; Pat Jergenson (NDREC); Dave Lanpher; Greg Larson; Bob Lee; Beth Mayer (AE); Mike McEown (AE); Kristen Oban; Vicki Roller and Dewey Uhler.

Staff: Jill Beck; Heather Balkowitsch and Nancy R. Willis

Chair Cindy Harvey called the meeting to order and introductions were made. Harvey reviewed the Committee Job Description as described on the Agenda.

Minutes from the February 4, 2013 meeting were approved. **M/S/C**

Jill Beck, NDAR CEO, gave an update of December education. Beck said it went well despite the bad weather. Some refunds were given but the Association still came out ahead.

Harvey gave an update on activities by NAR's Professional Development Committee. The Committee is exploring partnering with higher education to create a Bachelor's Degree of Real Estate.

Beck gave a GRI update. Kaplan no longer is offering the GRI designation courses. Minnesota still has a program in which ND can participate. NAR approved decreasing the hours required from 90 to 60. NAR has been asked to develop a standard outline, with space for each state to customize. NDAR is waiting to see what NAR does so NDAR doesn't waste staff and resources. At this time NDAR recommends that any ND member wishing to obtain this designation or needing to complete the designation go through MN.

Harvey started the discussion about establishing committee goals for 2014 by reviewing the Leadership Retreat ideas. The suggestions to be forwarded to the Professional Development Committee were as follows:

- Member resources to tap for technology – are there individuals within member ranks that could be tapped to be instructors
- Determine appropriate pre-licensing recommendations to the
- ND Real Estate Commission. ND has one of the lowest pre-

licensing requirements in the nation.

- Offer a Diversity course. ND is the state with the fastest growing change in diversity.
- Designation course for new generation – difference in generations agents with clients and agents with agents.
- MLS – pocket listings (Beck said this really is an issue for Boards and those responsible for the MLS to determine and perhaps this topic belonged with Membership or Political Affairs, so was not included in the discussion.)

Technology - suggestions were to possibly conduct a survey through *Survey Monkey* to see which members would be willing to teach others about technology. Lunch & Learns or other class settings for members to teach members also were suggested as possible venues.

Pre-licensing requirements – ND's pass/fail rate was discussed. Also discussed were national vs state portion of exam. Bismarck/Mandan members said this issue is one of their Board priorities. Pat Jergensen, NDREC, confirmed that ND has a low first time pass rate. Jergensen said she could get more current information. In response to questions, she said that on the initial exam national and state questions are interspersed and that she could bring back information on whether applicants do better on the national or the state portion of the exam. There is no state specific course offered, so they study the Real Estate Commission handbook to pass. Committee members felt that the time required for real estate practices and state law should be increased. Jergensen also told the committee that the requirements are set by the REC, but NDAR can recommend more to the Commission. Beck said the Political Affairs Committee needs to be involved since any change ultimately will need to go to the legislature and any recommendations will need to be finalized before the 2015 session. Harvey suggested that a task force be formed to work with Jergensen on recommended changes. Lorrie Nantt, Pat Jergenson, Kristin Oban, Vicki Matson, Tricia Schlosser and Mary Shelkey-Miller volunteered to serve on the task force. Harvey said they will get started within the next six weeks.

Diversity Course – Dave Lanpher said CRS has a one-day class on diversity and that we could recruit a Minnesota instructor to offer the course in ND.

Designation course for new generation – Discussion was to offer a course that can bridge the gap between generations -- example: young agents working with the elderly. Dewey Uhlir talked about generational gaps - young people and time - part of why NAR lessened the hours on GRI is that Generations Y and X are not willing to sit through days of courses. Discussion was that there are many offerings available on this topic and Committee would explore.

2014 Courses were discussed. Mandatory topics will be offered via Caravan by NDAR. Agency will be offered in the spring and Fair Housing in the fall. The spring schedule is as follows:

- March 10 – Grand Forks and Fargo
- March 11 - Jamestown and Bismarck
- March 12 – Dickinson
- March 13 – Williston and Minot

REBAC courses - you have to be a licensed provider to offer these courses, NDAR offers this with South Dakota. Some are online, some are live classes. Beck said she had asked if Minot and GF would be interested in the Military Relocation Course. She said Grand Forks has said they are not interested since the base has been downsized. No response from Minot. Consensus was to offer the Diversity course instead.

Beck said last year NDAR had broker training scheduled, but it had to be cancelled due to the instructor becoming ill. She said the Executive Committee is recommending scheduling this again. If they use ARELLO information it would provide 3 hours of continuing education. It could be scheduled in Jamestown, include lunch and have both NAR and NDAR speakers. Consensus was to reschedule and the issue of advertising compliance, including on social media should be included. Beck said December education will include at least one mandatory topic class plus six other hours including Code of Ethics.

CRS Rotation – Minot has opted to not host the NDAR Fall CRS course, according to rotation schedule. The question was asked, “Does the Committee want to keep the rotation?” consensus was to keep the current rotation.

A motion was made to move into rotation Fargo to host in 2014 and Minot in 2017. **M/S/C**

Additional discussion was held and the motion was amended to move into rotation Fargo to host in 2014 and Minot in 2017 and that if a Board not designated by rotation wants to host a CRS class outside of the rotation they should give notice within a reasonable amount of time. **M/S/C**

Other:

Pat Jergenson talked about a change to Administrative Rules being proposed by the Commission to only allow a maximum number of CE hours per day to 8. This is a problem they are seeing with more hours being taken per day.

Dewey Uhlir suggested that for this year’s retreat NDAR discuss our changing industry – what will a house be worth in five years, what future questions need to be answered, we have to be proactive. Jeff Shipley said we have to be proactive or we will be in trouble. Lorrie Nantt said we have to provide good customer service. All suggested using the relevancy and survival information from the NAR national convention.

There being no further business, the meeting was adjourned.

Respectfully submitted,

Heather Balkowitsch and Nancy R. Willis