



North Dakota Association of REALTORS®

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Nancy Willis, *Gov't Affairs Director*
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Minutes

Professional Development

July 23, 2014 - 10:30 a.m.

Holiday Inn, Fargo

Present: Cindy Harvey, Chair; Vicki Matson, Chair-elect; Jeff Shipley, Director-In-Charge; Nancy Allen; David Blumkin; Diane Duchscher, Daryl Braham (for Mary Goroski); Kathy Hammer; Judy Hoskin; Dawn Lahlum; Vicki Matson; Mary Shelkey-Miller; Lorrie Nantt; Weezie Potter and Ninetta Wandler.

Absent: Lynell Strothman, Past Chair; Roxie Auck; Janel Buchholtz; Patsy Chapman; Linda Hixson-Maixner; Amy Hullet; Joyce Kuntz; Rita Schuster and Diana Zietz.

Guests: Scott Breidenbach; Kevin Fisher; Kristi Hardy; Peggy Isakson; Greg Larson; Steve Lunde; Bob Lee; Shawn Ostlie; Vicki Roller; Dewey Uhlir; Phil Vanyo and LuAnn White.

AEs: John Colter; Nancy Deichert; Marti Kaiser; Barb Lupo and Beth Mayer. Pat Jergenson, NDREC Executive Director.

Staff: Jill Beck; Nancy R. Willis

Chair Cindy Harvey called the meeting to order.

1. Welcome and Introduction were made.
2. Harvey reviewed the Committee Job Description as described on the Agenda.
3. Minutes from the January 22, 2014 meeting were approved. **M/S/C**
4. Harvey gave an update of the NAR Professional Development Committee. A GRI Work Group is making recommendations and those will be reviewed in November. One of the work group's recommendations would enable State Associations to provide members with GRI credit through examination or experience in the business in lieu of course work. The Committee passed a motion to amend the recommendation to include development of national guidelines by NAR if this were to move forward. Local Education Directors gave an update of their meeting, which included a panel discussion entitled, "How to be recognized as a Leader in Your Association" given by three former education directors and a presentation about how to attain NAR's RCE designation. State Education Directors gave an update on their meeting, which included a review of the GRI Work Group's recommendations; discussion about the biggest need for associations, which is new agent training programs; successes various state associations have implemented and a presentation entitled, "Create Engaging Education for the Next Generation of REALTORS®". The Professional Development Committee also heard updates from ARELLO and YPN and Todd Carpenter, Managing Director of Data Analytics, NAR and Amy Chorew, VP, Platform Development, Better Homes and Gardens Real Estate, CT, gave a presentation on how organizations are using data to drive professional development and business outcomes.



5. 2014 Course Discussion – Harvey reviewed upcoming courses to be offered in December in Bismarck, as well as a CRS course offered in Fargo in October and a course being offered in August in Brookings, SD entitled, “Real Estate Social Marketing: Strategies for Success Both ON and OFFLINE” Presented by Gee Dunsten, CRS, Salisbury, MD. Handouts were included in the packet.
6. Pre-Licensing Taskforce - Vicki Matson, Chair, gave an update of their July 8 conference call. The minutes were included in the packet. Main items covered were that boards and brokers have mixed feelings about increasing pre-licensing hours. Task Force members thought that a survey of brokers and new licensees might be in order. Consensus is that some brokers are doing good ongoing education, while others are lacking. All agreed that ongoing education and training by brokers is a strong need. Pat Jergenson was asked to pose a question on the national real estate commissions’ list serve asking for opinions on whether or not there is a correlation between the number of hours required for pre-licensing and pass rate on the test. The Task Force also discussed the lack of data to go to the Legislature to request additional pre-licensing hours. Jergenson said complaints have not increased and that they see more complaints with “seasoned” agents vs new agents. The Task Force focused on the 15 hours of post-licensure and whether a good solid course needs to be developed for training agents within their first year. The Task Force made a motion to continue to investigate increasing pre-licensing hours by doing more research and to develop an action plan and focus on the content of the post 15 hours to be used as training for new agents, along with looking at increasing the hours required for license renewal.
7. Recommendations for Mandatory Topic for 2015 – Harvey requested suggestions for mandatory topic for 2015. Examples: Diversity, Social Media, Technology, Professionalism, Finance Reform, etc. Suggestions made were: Diversity, Finance Reform and Professionalism. Consensus was to choose one and let the Commission choose the other two. The one chosen was Diversity.
8. Other business – in response to a question, Pat Jergenson said the Commission is doing research on changing the licensure renewal time earlier. If paperwork were done by Nov. 1, the Commission would have time to get licenses renewed by Jan. 1. In response to another question, Jergenson said if one licensee has not made up his/her mind, it will hold things up because they send the seals all at one time. The commission needs to make sure each broker is done and the broker has verified that all licensees have completed CE. Someone asked if licensure renewal could be moved earlier? Beck said that has been discussed and October has been suggested. Keep in mind that the insurance companies would need to send notices out earlier as well. Jergenson said insurance companies are dealing with other states all due at the same time. Someone asked if that would be enough time? Jergenson said yes they would coordinate and work with them. Someone asked about moving to June if many states are doing at the end of the year. Jergenson said that would be up to the legislature, but could perhaps be done by administrative rule. Someone else asked about changing licensure from one year to multiple years. Jergenson said that again would require a legislative change. Someone asked if we would consider moving our renewal term to match MN? Jergenson said there might be some fiscal issues involved since the Commission’s fiscal year is Jan. 1-Dec. 31. Also people may be short of money if they have to renew in both states at the same time. May also be a burden

9. to those farming to be able to get their CEs. Another question was asked – is ND any closer to having online CE verification like MN? Jergenson said it has not been discussed.

Someone asked if there are any local Board classes coming up. Beck said during Convention in September.

There being no further business, the meeting was adjourned.

Respectfully Submitted,

Nancy R. Willis, Government Affairs Director