



North Dakota Association of REALTORS®

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2015

BOARD OF DIRECTORS

PRESIDENT

Greg Larson, GRI

PRESIDENT ELECT

Cindy Harvey, ABR, CRS, ePro, SRES

VICE PRESIDENT

Lyn Dwyer, GRI

DIRECTOR AT LARGE

Lorrie Nantt, ABR, SFR

PAST PRESIDENT

Vicki Roller, CRS, GRI

NATIONAL DIRECTORS

Daryl Braham, CRB, GRI

Dewey Uhler, ABR, CRS, GRI

REGIONAL VICE PRESIDENT

Jeff Nelson

LOCAL BOARD REPS

Badlands:

Shirley Dukart, CRS, GRI

Ninetta Wandler, ABR, CRS, GRI

Bismarck-Mandan:

Bob Johnson, GRI

Amy Hullet

Kristin Oban, GRI, SFR

Mary Shelkey Miller, SFR, GRI, SRES, ABR

Fargo-Moorhead:

Todd Anhorn

Kevin Fisher, CRS, GRI

Peggy Isakson, ABR, CRS

Bob Lee, ePRO, GRI, SFR

Ben Schroeder

Jeff Shipley, GRI

Jody Tollefson, GRI

Grand Forks:

David Blumkin, ABR, CRS, GRI

Phil Vanyo

Jamestown:

Brandon Culver

Minot:

Joyce Kuntz

Brad Livesay

Wahpeton-Breckenridge:

Steve Diederick, GRI, CRS

Williston:

Kassie Gorder

STAFF:

Jill Beck, *Chief Executive Officer*

jill@ndrealtors.com

Jane Marum, *Admin/Membership*

Services Director

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Robyn O'Gorman, *Admin Assistant*

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Nancy Willis, *Gov't Affairs Director*

nancy@ndrealtors.com



Minutes

Board of Directors Meeting

December 9, 2014 1:30 p.m.

Quality Inn, Jamestown ND – Senator Room

Present: Vicki Roller, Greg Larson, Cindy Harvey, Lyn Dwyer, Lorrie Nantt, Dewey Uhler, Ninetta Wandler, Kristin Oban, Mary Shelkey - Miller, Jeff Shipley, Bob Lee, Dave Lanpher (for Kevin Fisher), Todd Anhorn, Steve Lunde (for Peggy Isakson), Phil Vanyo, Joyce Kuntz, Steve Diederick, Tricia Schlosser (for Bob Johnson), Nancy Allen (for Brandon Culver), Sharon Lunski (for David Blumkin), Shirley Dukart, Amy Hullet, Brad Livesay, Ben Schroeder, Jodi Tollefson. **Absent:** Daryl Braham and Kassie Gorder.

Guests: Scott Breidenbach, Patsy Chapman; Todd Fettig; Doris Hill; Mary Splichal; AEs: John Colter, Nancy Deichert, Marti Kaiser, Beth Mayer and REC Executive Director, Pat Jergenson.

Staff: Jill Beck, Jane Marum and Nancy R. Willis

1. President Vicki Roller called the meeting to order.
2. Welcome and introductions were made.
3. John Colter, GFAAR AE, gave the Invocation and led members in the Pledge of Allegiance.
4. Roller gave the President's report reflecting on her year as President and thanking everyone for a great year in which the board focused on Core Standards and Measure 2.
 - a. Ratification of Appointments – Motion was made to ratify the following: Mary Splichal, FPC for Sen. Heidi Heitkamp; Tate Cymbaluk, FPC for Sen. John Hoeven and Greg Larson, FPC for Rep. Kevin Cramer. For 3-year terms on the Real Estate Trust Account Board – Bob Karn, Dickinson and Amy Carroll, Grand Forks. **M/S/C**
 - b. Recognition of 2014 Leadership – Roller recognized and thanked the Executive Committee, Committee Chairs and NDAR Staff.
 - c. 2014 President's Closing Remarks – Roller thanked everyone for their help during the year. She said special thanks were due to Scott Breidenbach, 2013 President, and Jill Beck, NDAR CEO, for their help. She wished good luck to 2015 President Greg Larson.
 - d. Transfer of Gavel – Roller transferred the gavel to 2015 President, Greg Larson.
5. Consent Agenda – Motion was made to approve the following consent agenda:
 - a. Minutes from September 11, 2014 and October 30, 2014
 - b. Local Board Reports
 - c. Calendar of Upcoming Events
 - d. Legal Hotline Update

- e. REC Update
- f. CRS Chapter Report
- g. Life Membership: Donna Chommie, Bob Schmidt and Hal Peterson, Bismarck; Virginia Benz, Member-At-Large and Bernie Pellenwessel, Minot.

Consent agenda was approved **M/S/C**

6. 2015 President's Remarks – Larson presented Roller with the President's Award, an eagle sculpture, as a gift of appreciation and she was thanked for her service. Larson said he had few remarks. He works for the Board and everyone works for the members. He was looking forward to a good year with the Board.
7. Discussion of Goals and Objectives for NDAR and Committees for 2015:
 - a. Vision Statement, "The North Dakota Association of REALTORS® IS the trusted voice of real estate and the advocate for a better real estate future." The word "is" was changed to lower case.
 - b. Mission Statement, "The North Dakota Association of REALTORS® mission is to advocate for the success of our members in partnership with our local Associations and the National Association of REALTORS®" was reviewed with no changes.
 - c. The Strategic Plan was reviewed and the following changes were made:
 - The abbreviation WIG (wildly important goals) was removed from all goal titles.
 - Goal 1, Advocacy, 1, the word "voluntarily" was added to read: *Our Association currently does Above the Line dues billing voluntarily and will:*
 - Goal 1, Advocacy, 2a., the word "all" was deleted to read: *Promoting investment at meetings and events of NDAR and locals*
 - Goal 1, Advocacy, 2c., the words "all our board" were deleted and replaced with the word "Association" to read: *Continue to promote investors of all levels at Association functions.*
 - Goal 1, Advocacy 2g., line was deleted and replaced to read: *Provide training to take advantage of and use NAR provided funds.*
 - Goal 1, Advocacy, 5b., spell out GAD – Government Affairs Director and add the words "and legislators" to read: *Training for local boards including meet and greet event with our Government Affairs Director (GAD) and legislators.*
 - Goal 1, Advocacy, 5e., changed the word "capital" to "capitol"
 - Goal 2, Consumer Outreach 1., add the word "trusted" to read: *Being the "Trusted Voice for Real Estate"*
 - Goal 2, Consumer Outreach 2d., delete
 - Goal 2, Consumer Outreach, 3a, replace the word "are" with the words "needed and" to read: *We will continue to utilize grants and programs as needed and available from NAR*
 - Goal 2, Consumer Outreach, 3 b. delete the words "facing" and "similar to Measure 2, the Diversion Project, and others" to read: *We will continue to promote legislative issues and provide public education regarding legislation affecting homeowners.*
 - Goal 2, Consumer Outreach, 3c., delete the word "to" to read: *We will implement a task force on NAR programs to insure we are aware of and utilize the programs available to us and our local Associations.*
 - Goal 2, Consumer Outreach, 3d., replace the word "see" with the word "use" to read: *We will use the platforms available to engage the public in calls for action at the state and possibly local levels.*
 - Goal 2, Consumer Outreach, 3f., delete the s on "locals" and the words "from local to local" and add "associations" and "their communities" to read: *We will drive involvement from the state level to local associations and their communities.*

- Goal 2, Consumer Outreach 3g., delete the words “use, and” to read: *We will continue to educate members, consumers and our legislators on the NDAR Public Policy Statement.*
- Goal 2, Consumer Outreach 3h., delete the words “the ND apartment Association, the Department of Agriculture” and the s in “others” and add the words “ND trade associations” to read: *We will work with other ND trade associations to promote consumer awareness of private property rights’ issues.*
- Goal 2, Consumer Outreach 4a., add the words “as needed” to read: *We have and will continue to use grants as available from NAR as needed.*
- Goal 2, Consumer Outreach 4b and 4c, delete 4c and in 4b the words “the United Way day of Caring events and” and “community based” and combine 4 b. and 4c. to read: *We will continue our work with and promote the TAPS* program, the REALTOR® Ring Day*, the Spare Key* program and other charitable events.* Following this line the three programs will be defined.
- Goal 2, Consumer Outreach, 4d., delete the words “our work with our state level task force for member promotion at all local Association levels” and add the words “to promote the involvement of our members in their communities” to read: *We will continue to promote the involvement of our members in their communities.*
- Goal 2, Consumer Outreach, 4e., reverse order to bring bottom line to top and vice versa, delete words “as the conduit for” and “with information from others” and add words, “to provide” “on” and “association” to read: *We will use our state Association to provide information specifically on the Smart Growth and Diversity grants, and the Independent Expenditures grants, and challenge each local association to promote their communities.*
- Goal 3, Technology, delete in introduction the words “new, fresh, and” and add word “on” to read: *We will continue to focus on and implement innovative ideas to promote technology and its use to our membership and local Associations, including*
- Goal 3, Technology, 1, delete the words “continue, but” and a comma to read: *We will enhance our Technology Committee and its role*
- Goal 3, Technology, 3, delete.
- Goal 3, Technology, 5, delete and incorporate into 7.
- Goal 3, Technology, 6, delete the words “better research”, “first impression” “make sure we are”, “and showing what we really want to show”, change the word “promotes” to “promote” and add the words “ensure”, “presence” and “what is most relevant” to read: *We will ensure our digital presence and promote what is most relevant.*
- Goal 3, Technology 7, Delete the words “continue and” and add the words “and link information shared through our website” to read: *We will enhance and promote more “Appy Hour” training presentations at the state and local levels and link information shared through our website.* A definition of “Appy Hour” will be added.
- Goal 3, Technology 8, line 11 incorporated. Delete words “all means” and “as a platform” and add the words “social media” to read: *We will utilize technology and social media to more effectively communicate with our membership.*
- Goal 3, Technology 9, delete the words “to ensure the best deliverables for our”, remove a comma and add the words “for our” to read: *Continuously update and improve our website for our membership and the consumer.*
- Goal 3, Technology 10, delete the words “and technology platforms” to read: *Utilize technology to aid in all aspects of government affairs.*
- Goal 3, Technology 11, delete.
- Goal 3, Technology 12, delete.

- Goal 4, Committee Directives, 2e., delete the words “Push education more to the” and “have them help encourage their agents” and add the words “collaborate with” and “enhance professionalism” to read: *Collaborate with brokers to enhance professionalism.*
- Goal 4, Committee Directives, 4a., delete the words “Measure 2” to read: *Focus on legislative session and the various issues, bills and items*
- Goal 4, Committee Directives, 4b., delete the words “of face” and “new” and add the words “to members and government officials” to read: *Increase awareness of GAD to members and government officials.*
- Goal 4, Committee Directives, 4c delete.
- Goal 4, Committee Directives, 5a. delete the words “working with the President” and spell out the abbreviation “PAG” on the first line to read: *Implement a task force, work group or a Presidential Advisory Group...*
- Goal 4, Committee Directives, 5b. change the word “include” to “including” on the first line.
- Goal 4, Committee Directives 5ci. Add a comma after the word “from”
- Additional Items, 2. Add the words “continue to” to read: *Leadership will continue to regularly visit each committee.*
- Additional items, 7. Add the words “and involve” to read: *Find new and better ways to recognize and involve our affiliates.*
- NAR Core Standard Objectives, Advocacy, 1a. delete the words “above the line” and add the word “RPAC” to read: *We do RPAC billing.*
- NAR Core Standard Objectives, Consumer Outreach 2a., add the word “trusted” to read: *We are the Trusted Voice for Real Estate.*
- NAR Core Standard Objectives, Financial Solvency, 6 add line c. to acknowledge that NAR must be notified if danger of insolvency to read: “We will notify NAR of financial insolvency.”

A motion was made to approve the Vision Statement, Mission Statement and Strategic plan with changes as noted above. **M/S/C.**

- d. A NDAR logo reviewed by the Executive Committee was presented. Consensus from the group was that it did not represent members or North Dakota. Discussion was that a logo should be recognizable, stand the test of time and be a point of conversation. The importance of the organization’s brand was discussed. Concerns were voiced about how a new logo would mesh with the current website. The Board suggested budgeting a dollar amount to hire an ad agency to develop a logo. Based on the Board’s wishes, Larson said he would convene a working group to manage the logo development project and would like it completed during 2015 year.
8. NAR Directors Report (reports were filed and included in packets): Dewey Uhlir reported that NAR’s main focus has been on drafting a Code of Excellence and the Core Standards. Changes involving the implementation of the Code of Excellence are happening quickly and a vote to adopt will take place at a future meeting.
 9. Staff Report: Budget - Jill Beck, CEO, reported on the budget which for the most part is in line. Income, 4005-Indoctrination is 70.3% over budget due to the budget built on an estimate of 110 new members and actual of 187. At this point we are at 70% of expenses. On the balance sheet we show \$332,000 in reserves which puts us at 79% of where we need to be. We may meet the one year reserve this year. Other – Casey Chapman gave invocation at Convention for Chris Polychron’s Inaugural. Code of Ethics requirement changing from every 4 to every 2 years. Uhlir already talked about REALTOR® Code of

Excellence. Changes in the RPAC split to needs' based was approved which will be positive for ND. There are four new REALTORS® at Emeritus status: Ron Volk, Jack Kavaney, Norm Streifel and Chuck Huber. ND once again received Presidents Cup. At the recent REALTOR® Party training in Ft. Worth, ND was recognized for their involvement. NAR emphasized the help available to states and locals and encouraged everyone to take advantage of grants. Seven attended: Mary Shelkey-Miller; Shirley Dukart; Kevin Fisher; Greg Larson; Larry Louser; Jill Beck and Daryl Braham. Committee sign up is in progress. If interested in serving, send form back. State convention is in Watertown, SD next year. If you are on the board and have registered you have a room reserved. Professional standards – only one ethics complaint which was dismissed because it was outside of the timeline. Three boards have completed Strategic Planning. Personal Safety will be the mandatory CE requirement for 2015. Working with a past instructor and looking at other possible instructors. Also will be available online. Please review your board information to make sure it is correct. Realtor.com was acquired by another company which has a relationship with the Fox News empire and NAR views this as a good move. Thanked NDAR staff for all of their good work and keeping things running when she is out of town on business.

10. Committee Reports:

- a. Government Affairs Committee Report: Dave Lanpher, Chair, said the Committee recommends support by NDAR of legislative bills for four entities and requests motions for approval. ND Real Estate Commission bill to change license renewal date earlier and change penalty for unlicensed activity from infraction to misdemeanor. Motion made and approved. **M/S/C** Real Estate appraiser Qualifications and Ethics Board bills, one to clean up language in Century Code to match federal and accrediting body requirements and one to change definition of a complaint to be only when the board takes action. Motion made and approved. **M/S/C** North Dakota Land Title Association bills, one to increase the abstract fees for searches, certifications and entries and one for a legislative study on setting flat fees for mortgage and other recordings. Motion made and approved. **M/S/C** Support for Rep. Scott Louser's intent to pursue home warranty legislation. Motion made and approved. **M/S/C**
- b. Measure 2 Transfer Tax update - Nancy Willis, GAD, reported the campaign was successful and the measure won by a 75.69%-24.31% margin.
- c. RPAC Update – Shirley Dukart directed everyone to the final 2014 RPAC Board Investment handout and an RPAC handout that was distributed. Larson said we were #1 in member investment and beat Alaska. Willis said contributions to Issues more than doubled from 2013 which was helpful in funding Measure 2 and pointed out that not all local boards had used their RPAC funds to contribute to candidates so future training and follow up will be done on that. Beck mentioned that we would be looking at possible debt reduction for candidates elected but not supported.

11. Other Business

- a. Core standards – Larson asked local board reps to report on status. Fargo has completed its Strategic Plan and submitted to NAR on December 2, 2014. Wahpeton-Breckenridge is looking at going to chapter status under NDAR. Beck said the Executive Committee has discussed and no decisions have been made. Grand Forks has completed their strategic planning but needs to finalize and submit. Bismarck-Mandan has completed their strategic planning and are working on updating their website and looking at options for a mediator. Minot has scheduled their strategic planning session for Feb. 5 but also is making sure they are good with mediation. Dickinson has scheduled their strategic planning session for Feb. 4. Jamestown has been working on things, but has not scheduled its strategic planning session yet, but were hoping to do at end of January. All strategic planning sessions completed and scheduled have been facilitated or are being facilitated

by Darryl Braham. Beck reported for Williston and said they have hired Braham as a consultant, not just facilitator, to bring them into compliance. She said they need to ensure the brokers are brought into the process because they cannot be successful without the support of the brokers.

- b. *PAGS: Convention Policy Review PAG* – Larson will appoint a PAG for convention policy updates. He said he will be appointing members to include AEs, past volunteer convention committee chairs and SD representatives. *Non-Dues Income PAG* – Larson said he will appoint a PAG to explore non-dues income. Scott Breidenbach has asked to be on the PAG, but not as the chair. Larson will be looking for other members. *REALTOR® Party Grants PAG* – Larson said based on the Strategic Plan, he will appoint a PAG to explore what funds are available for what types of projects and would like the work completed prior to when President-elect Cindy Harvey's term begins in 2015.

Willis said updated Public Policy Statement booklets had been distributed at the Government Affairs Committee Meeting and more were available for anyone who wanted one.

Pat Jergenson, NDREC, thanked the Board for supporting their bill.

There being no further business, the meeting was adjourned.

Respectfully submitted,

Jane Marum, Admin and Membership Services Director and Nancy R. Willis, GAD