



North Dakota Association of REALTORS®

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Minutes

Professional Development Committee

March 20, 2015 - 10:30 a.m.

Conference Call

Present: Vicky Matson, Chair, David Blumkin, Vice Chair, Cindy Harvey, Past Chair; Lorrie Nantt, Director-In-Charge; Judy Hoskin; Ninetta Wandler; Phil Vanyo; Cheryl Croonquist; Pat Vannett; Vicki Roller; Tricia Schlosser

Absent with prior notice: Dawn Lahlum, Sharon Lunski, Doris Hoff

Guests: Greg Larson, President; AEs: John Colter; Nancy Deichert

Staff: Jill Beck; Jane Marum

Chair Vicky Matson called the meeting to order.

Welcome and Introductions were made.

Matson reviewed the Committee Job Description as described on the Agenda.

Minutes from the July 23, 2014 meeting were approved. M/S/C

December 2014 education update – Jill reviewed class attendance and noted all three classes were well attended.

2015 Strategic Plan review: Greg Larson, President, reviewed the Committee's role in the 2015 Strategic Plan stating that Core Objective # 4 (enhance professionalism with education and training) significantly ties in with Core Objective #3 (technology delivery) and Goal #4 (committee directives), all of which reflect NDAR's education goals.

Action Plan: Work closely with the Technology Committee which meets next week; encourage "Appy Hour" training at state meetings and put a link to that training on NDAR website for members' use; promote "Appy Hour-type" training with local boards; put safety apps on NDAR website and share with local boards; encourage tech updates at local meetings; encourage use of NAR's Call to Action app and remind members to activate any NAR app after it is downloaded.

Goal #4(2a) (Committee Directives): New Member Task Force to develop a 3 hour education course on different topics, including REC regs and agency, to be provided at the four larger local boards, keeping in mind the upcoming November 15 CE deadline change. Lorrie Nantt and Vicki Roller volunteered to be Task Force members and Jill will look for volunteers from the eastern part of the state. The Safety class scheduled for the 2015 Spring caravan satisfies Goal #4(2b). Goal #4 (1c and 1d) tie in with (1a) - not only do new members need training but long term members also need it; (2c) and (2d) could be met with more in depth Code of Ethics training.



Goal #4 (2e): July 8, 2014 Pre-licensing Task Force meeting minutes reflect ideas for collaborating with brokers. Jill is working with Casey Chapman on a 3 hour class in July which will train brokers how to work effectively with agents; advertising rules could be taught by Pat Jergenson; broker training needs to be continual because brokers enforce the rules; auditor feedback could be a topic as well. Training should be expanded to Associate Brokers as they are informal leaders in their offices; interactive webinars would be effective - participants could gather at a local board office; Code of Ethics training should be done yearly in broker offices.

NDREC proposed administrative rules change: The proposed rules would change the renewal date from December 31st to November 15th each year. This bill has passed and the Governor has signed it. The administrative rule process now begins. The change in renewal date results in a shorter education cycle in 2015 so the membership needs to be notified of this change.

2015 Course update: The mandatory topic is Personal Safety. Local boards are sponsoring Technology Safety. No in-state instructor could be found so Tracey Hawkins will do tech safety training at the same time she is in ND doing the Personal Safety training. The year-end education, which will now be in October due to the upcoming change in renewal date, will be on safety. McKissock also has an approved online safety course which has had good reviews. The link to it is on the NDAR website. Professional Standards training will be sponsored by the Bismarck Mandan Board on June 8 in Bismarck and June 9 in Fargo. The CE Shop doesn't have any training on Safety to date so Jill is following up with them. Chris Polychron, NAR President, has issued a challenge on the importance of safety education for members in light of the incidents in the recent past. Jill and Cindy Harvey are working on a Leadership Training Program for the fall.

Recommendation for 2016 Mandatory topic: The topic of diversity was suggested. The definition of professionalism is of concern because it is different for everybody but there are many components of professionalism and diversity is one of them; Advertising, rules and regs, and auditor findings would meet the Professionalism Strat plan goal as well. Consensus was to go to the REC for approval of rules and regs and diversity for mandatory topics.

Pre-licensing Task Force: Suggestion to continue to look at increasing the pre-licensing hours in the future. Consensus to focus on content of the post 15 hours and keep in forefront of the committee for the next 1 - 2 years.

Code of Ethics: Deadline for code of Ethics requirement is December 2017 and NDAR is willing to caravan for the 2013-2016 Co-op with smaller local boards for caravan for the 2013 - 2016 cycle. The four-year cycle will change to a two-year cycle in 2017.

GRI update: Jill gave the history of the GRI class and noted the difficulty to keep up with 90 hours for a small state. The MN Association has opened their program to ND members and an outline of the program was handed out to review.

Other Business: None

There being no further business , the meeting adjourned.

Respectfully submitted:

Jane Marum, Administrative and Membership Services Director and Jill Beck, CEO