



the REALTOR[®] Report

News for you from the ND Association of REALTORS[®]
September 25, 2015

2015 REALTOR[®] Convention a success!

Along with our friends and neighbors from the South Dakota Association of REALTORS[®] over 412 REALTORS[®], spouses, affiliates and exhibitors took time from their busy schedules to attend the 2015 Convention of the Dakotas in Watertown, SD. The Northeast Board of REALTORS[®] members and staff were excellent hosts and put on a wonderful convention at the Watertown Events Center and Ramkota that was full of networking opportunities, top-notch education, and a ton of entertainment. The weather was great for the golf event (and the wasps enjoyed it also) on Wednesday, the course was beautiful and everyone had a great time.

Convention Highlights

Board of Directors Meeting

A resolution was approved as a thank you to the NE Board of Realtors and SDAR for hosting a fine convention. Region 8 RVP Jeff Nelson gave an update on NAR, federal legislation and policy, and answered any questions or concerns. A budget for 2016 was also approved and a presentation by Realtor.com was made – see presentation here <http://ndrealtors.com/wp-content/uploads/2015/09/2015-REALTOR-convention-of-the-Dakotas-bod-9-11-2015.pdf>

Election of 2016 Officers and Installation

President – **Cindy Harvey**, *Elite Real Estate, Minot*; President Elect – **Lyn Dwyer**, *Town and Country Realty, Fargo*; Vice President – **Ben Schroeder**, *Park Company, Fargo* and Director at Large (appointed by President) – **Lorrie Nantt**, *Re/Max Integrity Realty, Dickinson*.

State REALTOR[®] of the Year: **Scott Breidenbach**, *Park Co., REALTORS[®], Fargo*

Dakotas CRS Chapter Officers 2016:

Chair – **Bud Hanna**, *Re/Max in the Hills, Spearfish, SD*; Finance Leader/Vice Chair, – **Sharon Lunski**, *RE/MAX Grand, Grand Forks, ND*; Education Chair – **Charlie Larkin**, *Diversified Real Estate, LLC, Watertown*; Membership Chair – **Cathy Ogdie**, *Ogdie Realty, Sioux Falls* and Immediate Past Chair – **Diane Duchscher**, *Home and Land Company, Dickinson*.

Omega Tau Rho Awards: For 2014 REALTOR[®] of the Year and Dakota CRS President, **Diane Duchscher**, *Home and Land Company, Dickinson*; 2015 NDAR President – **Greg Larson**, *C21 Morrison Realty, Bismarck* and for over 40 years of continued membership in all three levels of the REALTOR[®] family-local, state, and national – **Neil Graf**, *Advantage Inc. REALTORS[®], Al Jaeger*, *Alvin A Jaeger Company, Mark Nelson*, *Town & Country Realty, Vernon Pederson*, *RE Services all from Fargo* and **Norm Streifel**, *Streifel & Associates, Williston*.

Charities Fundraising Efforts:

Spare Key was once again the charity that was focused on at the convention. In the end it is expected to be able to count nearly \$14,000 in total revenue from their time in Watertown. This includes what was raised at their booth as well as the lunch and a matching donation from the Richard M. Schulze Family Foundation.

The Dakotas CRS Chapter also participated in fundraising for the TAPS (Tragedy Assistance Program for Survivors) and are happy to report roughly \$2,627 was raised with donations still coming in. Past President of

the Chapter, *Vicky Matson*, Park Company, Fargo, hopes to meet with a representative from the ND National Guard during our Leadership Training on October 13 in Bismarck to present a check.

Congratulations to All!!

For photos of the convention, check out our Facebook page at www.facebook.com/NorthDakotaRealtors

Need Education? NDAR offering end of year CE- Register today!

End of year education classes set for October 20 & 21 at the Ramada Bismarck, ND

Every ND licensee (except those that are exempt) will need 9 hours of continuing education by November 15, 2015, of which at least 3 hours must be taken in the mandatory topic of Personal Safety.

Issues for the Broker (open to all) *3 hours ND elective*

8:30-11:30 am Tuesday, October 20 Instructor: Casey Chapman

Code of Ethics *3 hours ND elective*

1:00-4:00 pm Tuesday, October 20 Instructor: Daryl Braham

Self-Protection & Predator Awareness (*Mandatory Safety Topic-Covers the 3 ND Mandatory Hours*)

8:30-11:30 am Wednesday, October 21 Instructor: Don Moseman

Please visit www.ndrealtors.com for registration options.

NDAR Member Finalist for REALTORS® Got Talent Contest in San Diego

We are pleased to announce that one of the finalists for this year's REALTORS® Got Talent contest at the REALTORS® Conference & Expo in San Diego is a member of NDAR! Please join us in congratulating Jason Carrier, Park Company, Fargo, ND who was selected as one of eight finalist through an audition tape process. Way to go Jason and we will be there to cheer to you on – GOOD LUCK!

These finalists will perform on Sunday, November 15, from 7:30-8:45pm, at the San Diego Convention Center in San Diego, California. The evening will start with the REALTORS® Got Talent Contest followed by the Celebrity Concert starring John Legend. Conference registrants holding a Premier Access or One Day Sunday passes can attend with their registration. Others may purchase a ticket for \$60 on site at NAR Registration.

NDAR Leadership Training October 13

Leadership Seminar: The Leadership Puzzle *Putting the Pieces Together* – Adorna Carroll, DSA

Tuesday, October 13– 9:00 am to 3 pm at the Ramada Bismarck

This is your opportunity to hone your skills and discover new ideas for effective leadership. These skills will enhance your personal and professional business by giving real work in-the-trenches information.

Session is open to all but if you are incoming state or local leadership, committee chair or vice chair, committee member or volunteer on other boards this will be vital information!

This program helps leaders understand how the Local Association, State Association, Region & National Association are connected. In addition it reviews what happens where there are issues or areas of conflict and how all of those players manage those realities. This seminar will put all of the pieces together for members so that they understand not only the basics but how each position fits with the others. Fiduciary Duties, Anti-

Trust, Voting on more than one level of the organization, how votes and actions get implemented, job descriptions, meeting agendas and much more!

*Seminar is a wealth of information for members, but **no** CE is available for attending

\$40.00 with early registration & does include lunch!

BE HERE San Diego- It's Your Time to Shine (November 13-16)

Did you know REALTORS® Conference & Expo attendees make two times the average real estate income? Attend the 2015 REALTORS® Conference & Expo, Nov. 13-16 in San Diego, and network with some of the most successful pros in the industry, who are very willing to share ideas as to what works in their markets – and referrals

The [REALTORS® Conference & Expo](#) is the largest meeting exclusively for real estate professionals. Be here this November in sunny San Diego, and see how one long weekend can make a year-long impact on your business.

This year's event includes:

- 100 [education sessions](#) led by industry experts
- 400 [exhibitors](#) in real estate's largest marketplace
- Four affordable [registration options](#)
- 20,000 REALTORS® and guests to network and idea share with

2016 Convention of the Dakotas

The 2016 Convention of the Dakotas EVOLVE will be hosted by the Fargo-Moorhead Area Association of REALTORS®

To view the tentative convention schedule & see the great events they are planning please visit:

<http://www.fmrealtor.com/convention-dakotas>

CRS Class to be held in Bismarck October 6 & 7

CRS 200 Business Planning and Marketing 12 CE hours ND elective *(Individuals who take this course will earn 16 CRS Education course credits toward the CRS Designation)

8:30 am-5:00 pm October 6 & 7 Instructor: Chandra Hall

<http://ndrealtors.com/wp-content/uploads/2015/09/2015-CRS-Flyer.pdf>

The Minnesota Association of REALTORS® Hosting 2 GRI courses in Fargo October 5

Both courses have been approved by the Minnesota Commissioner of Commerce for 3 Hours of real estate continuing education each.

MN Contracts (9-Noon)

Negotiating with Confidence & Power: Advanced (1-4 pm)

Both courses count towards the GRI Designation.

The location is Hilton Garden Inn, 4351 17th Avenue S. Fargo

The link for registration is:

<https://portal.mnrealtor.com/Education/History/Classes.aspx>

(You will need your NRDS # if you've never registered before.)

October 3 Deadline Fast Approaching- Are You Prepared?

With the arrival of new rules and forms that will rewrite the closing process just a few weeks away, senior officials from the Consumer Financial Protection Bureau (CFPB) joined National Association of REALTORS®' 2015 First Vice President-Elect Elizabeth Mendenhall last week to unveil online tools designed to help consumers and agents navigate the Know Before You Owe initiative.

[http://realtormag.realtor.org/daily-news/2015/09/18/cfpb-introduces-new-tools-for-buyers-nar?om_rid=AAAZcD&om_mid=BWAwTHB9F4P2h\\$&om_ntype=INSWeekly#sf13483159](http://realtormag.realtor.org/daily-news/2015/09/18/cfpb-introduces-new-tools-for-buyers-nar?om_rid=AAAZcD&om_mid=BWAwTHB9F4P2h$&om_ntype=INSWeekly#sf13483159)