



To advocate for the success of our members in partnership with our local Associations and the National Association of REALTORS®

#### Minutes

Professional Development Committee

February 14, 2017 2:15 p.m.

East Heritage Room, Ramkota Hotel, Bismarck, ND

Present: Nicole Schoeder, Chair, Shawn Ostlie, Vice Chair, Dave Blumkin, Past Chair, Ben Schroeder, Director Liaison, Jamie McLean, Shane Cullen, Nick Leavy, Lorrie Nantt, Melanie Kitzan-Morel, Desri Neether, Kristin Oban, Tricia Schlosser, Chris Feickert, Deborah Nichols, Shari Timms, Diann Loper, Shari Anhorn, Judy Hoskin, Amber Kraft, Alyx Pederson, Jill Kjorstad, Kristy Sagasar, Judy Maslowski

Absent with Prior Notice: Vicky Matson

Absent: Ninetta Wandler, Candi Steidler, Sarah Stock

Guests: Lyn Dwyer, Mary Splichal, Vicki Roller, Amy Hullet, Kevin Fisher, Dewey Uhler, Emily Johnson, Lynda Hartmann, Sue Heth, Elizabeth Nelson, Barb Lupo, John Colter, Nancy Deichert, Dave Lanpher, Ruth Ann Halvorson, Bonnie Warm, Jerry Schlosser, Pat Jergenson, Nancy Willis, Mary Shelkey Miller

Staff Liaison: Jane Marum, Jill Beck

Nicole Schoeder, Chair, called the meeting to order. Welcome and introductions were made.

The Committee Purpose was reviewed.

Minutes from the August 2, 2016 meeting were approved as presented. M/S/C

**Strategic Plan:** Objectives #4, #5, and #6 of the Strategic Plan were reviewed. Vice Chair, Shawn, noted that professionalism seems to be the key issue the committee needs to address. Director Liaison, Ben, encouraged the committee to be pioneers in addressing the issue of professionalism for REALTORS®.

Discussion of professionalism concerns: Do we have to approve everyone who applies for membership? Response: We can't deny membership; ND is one of the states with the least number of requirements to become licensed; complaints should be handled broker-to-broker; there needs to be a multi-faceted approach to professionalism; fines should be assessed; the NAR process has to be followed; note excellence when it is warranted; online education is too easy. Jill Beck noted she gets one ethics complaint a year.

**Google Class update:** G. William James will be teaching "Google Universe 2017" for the spring caravan. The basic Google class will be held in the following locations: Fargo – April 10, Grand Forks – April 11, Minot – April 12, and Bismarck - April 13.



Additional ideas for 2017 courses:

**Broker License and other designations:** Discussion: designations aren't pushed like they once were; money is the issue; incentive of broker giving back money if REALTOR® attains a designation; post NAR designations on NDAR website to create awareness; incorporate CRS class as part of the local Strat Plan; we need to educate on what designations are available; college degree could be required.

**Pre/post licensure education:** This is a topic that comes up year after year but doesn't get addressed. There was consensus to form a task force. Kristi Sagaser, Chris Feickert, Desri Neether, Judy Maslowski, Melanie Kitzan-Morel, Deb Nichols and Amber Kraft volunteered to be on the taskforce and Kristin Oban will be Chair. The taskforce will report back at the April committee meeting.

**Professionalism Class:** There was a consensus to form a taskforce to research existing classes on professionalism or come up with our own. Lyn Dwyer, Deb Nichols, Dave Blumkin and Shane Cullen volunteered to be on the taskforce with Shawn Ostlie as Chair. The taskforce will report back on an objective at the April committee meeting.

**NAR Diversity Class:** The class would be beneficial but is expensive to offer. Jill Beck noted we could get a diversity grant from NAR. It was suggested to offer the class at a convention so attendance would be good. There was a consensus to gather more information to present at the next meeting in April.

**Millennials and Older Generation class:** Discussed the merits of these two topics. There was a consensus that while these topics are relevant, the priority is a class on professionalism in 2018 as it will take some time to develop one. There was a consensus to look into scheduling the CRS class, "Bridging the Generation Gap" for 2017.

There being no further business, the meeting adjourned.

Respectfully Submitted,

Jane Marum  
Administrative and Membership Services Director

