



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

Minutes

Board of Directors Meeting

April 26, 2017 1:15 p.m.

Courtyard by Marriott Hotel – Bismarck, ND

Present: Ben Schroeder, President-Elect; Amy Hullet, Vice-President; Jill Kjorstad, Director-At-Large; Cindy Harvey, Past President; Vicki Roller; NAR Director; Nicole Schoeder; Ninetta Wandler; Judy Maslowski; Tricia Schlosser; Jamie McLean; Mary Shelkey Miller; Kevin Fisher; Shane Cullen; Shawn Ostlie; David Blumkin; Lynda Hartmann; Diann Loper; Sue Heth; Shari Anhorn; Kristin Oban (for Desri Neether); Arlin Fisher (for Vicky Matson); Dewey Uhlir (for Jodi Tollefson)

Absent with prior notice: Lyn Dwyer; Vicky Matson; Daryl Braham; Desri Neether; Jodi Tollefson; LuAnn White; Christine Feickert; Emily Johnson; Ruth Ann Halvorson

Absent: None

Guests: Scot Nething, John Colter, Nancy Deichert, Beth Mayer, Marti Kaiser, Karin Haskell, Tate Cymbaluk

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

1. Ben Schroeder, President-Elect, called the meeting to order and welcomed everyone. Schroeder, Jill Beck, Nancy Willis, John Colter and Nancy Deichert kept their cell phones or iPad and disclosed per the policy of no electronics at the meeting.
2. Board members, guests and staff introduced themselves.
3. Tricia Schlosser gave the Invocation and led the Pledge of Allegiance.
4. Schroeder asked for the approval of the consent agenda which contained:
 - a. Minutes from the February 16, 2017 meeting
 - b. Local Board reports
 - c. Legal Counsel update – no report submitted
 - d. NDREC update – no report submitted
 - e. 2017 RPAC results to date
 - f. Calendar of Upcoming Events
 - g. NDAR 2017 Market Stats

Consent agenda was approved. M/S/C

5. President's Report – Schroeder said as President next year, he will ask for stories at each meeting about leadership. He shared a story about his daughter's recent experience at dance competition as the captain of the team.

NDAR Executive Committee recommendations to the Board:

- A motion was made to request approval for the Board to invest in RPAC/Issues at the Golden "R" level. M/S/C
- A motion was made to give staff authority to shred or dispose of forms that are no longer being utilized and those that we have an abundance of. M/S/C

318 W. Apollo Ave. | Bismarck, ND 58503

office: 701-355-1010 | toll free: 800-279-2361 | fax: 866-665-1011

info@ndrealtors.com | www.ndrealtors.com



The Executive Committee discussed having an investment review and getting explanations from the investment company that are more user friendly. The committee discussed a texting program for committees to be used for event information and class registration. The committee also discussed summer hours for staff.

Region 8 meeting report:

- Nationwide real estate trends: there are 750 Multiple Listing Services. NAR forecasts a 10% reduction per year in consecutive years to come. Since this is an income source for some boards, they may need to look at other revenue sources. There are nationwide discussions about regional Multiple Listing Services. If any local boards want to talk about consolidation, Schroeder is willing to facilitate.
- The percentage rate of REALTORS® in the U.S. workforce has increased from .7 to .75 so it is growing.
- 25% of new construction cost is in regulation.
- Catch phrase: Get involved, you'll make more friends. Get involved, you'll make more money and if you stay involved, you'll make a difference.
- On a national average, every home sale has a \$65,000 impact on the community.
- Nebraska is requiring team leaders to do 3 hours of continuing education every four years on how to train their team members on the broker's policies.
- 60% of REALTORS® are women.

6. Staff report:

Financials: Beck said our accountant requested an extension until the next board meeting to give the 2016 report. 2017 financials were reviewed. Dues met budgeted amount with renewals; education income is low because the caravan course was just completed; everything else is on par. Active members are at about 1720.

Government Affairs: A meeting with Sen. Heitkamp's staff regarding flood insurance was held.

Building remodel: BMBOR and NDAR have separate office spaces now; Jane has an office with walls, Robyn and Nancy moved to different spaces and a closet was added. Work is still needed on the kitchen, reception area and decorating. We're waiting for the final bill but estimate that we came in just below the \$25,000 and there is \$50,000 budgeted for the project.

New AE: Scot Nething was welcomed as the AE for the Jamestown Board.

Core Standards: Boards were reminded to continue work on this for the July to December period. FMAAR is already certified.

7. NDAR Committee Reports –

Cyber Alliance – Shane Cullen, Website Update Task Force Chair, described the recommended updates which will be made initially to the home page but will carry through to an extent to all pages of the NDAR website. The goal is to make it more user-friendly and easy for staff to administer. Our current web designer is able to make the changes and gave a bid of \$2500.00. We have \$2000 budgeted for technology updates this year. A motion was made to add an additional \$500 to the technology budget for updates to the website that would include a Member Only section. M/S/C

Professional Development – Nicole Schoeder, Chair, reported that the two task forces that were formed to address pre/post licensure education and development of a professionalism class are making progress. We are looking at MNAR's professionalism class as an option for our members. The pre/post education task force is continuing to look at how other states have dealt with increasing education requirements.

Government Affairs – Tricia Schlosser, Chair, highlighted the topics addressed at today's committee meeting: a Legislative session recap, an update on Sen. Heitcamp's staff visit on flood insurance, a review of legislative meetings in DC and the passage of the Real Estate Commission term limits.

Nominating – Cindy Harvey, Chair said the committee will meet in the next couple weeks. The President-Elect, Vice President and National Director positions are open. Potential candidates will be interviewed on June 20th.

8. Other Business:

- REALTOR® Convention of the Dakotas – everyone on the Board of Directors has rooms.
- NAR Committee applicants will need three references.
- Reminders: NAR Mid-Year meeting, Town Hall meeting webinar on May 10 at 1:00 p.m., NAR Annual Conference is Nov 3–6 in Chicago and registration opens May 1.
- Schroeder thanked everyone for attending, especially with the bad weather. He thanked Cindy Harvey for encouraging him to run for NDAR leadership office and thanked his mentor, Dewey Uhler.

There being no further business, the meeting adjourned.

Respectfully Submitted,

Jane Marum, Administrative and Membership Services Director