



North Dakota Association of REALTORS®

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
October 24, 2017 2:45 PM
Missouri Room, Holiday Inn
Bismarck, ND

Present: Lyn Dwyer, President; Ben Schroeder, President-Elect; Amy Hullet, Vice President; Jill Kjorstad, Director-At-Large; Daryl Braham, NAR Director; Vicki Roller, NAR Director; Nicole Schoeder; Ninetta Wandler; Tricia Schlosser; Deborah Nichols (for Chris Feichert); Amber Carlton (for Jodi Tollefson); Kristin Oban (for Desri Neether); Judy Maslowski; Jamie McLean; Mary Shelkey-Miller; Shane Cullen; Emily Johnson; Shawn Ostlie; LuAnn White; Lynda Hartmann; Ruth Ann Halvorson; David Blumkin; Diann Loper; Sue Heth; Shari Anhorn and Mitzi Bestall.

Absent with Prior Notice: Cindy Harvey, Past President; Desri Neether; Jodi Tollefson; Chris Feichert; Kevin Fisher; Vicky Matson

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

Guests: Pat Jergenson; Casey Chapman; John Colter; Marti Kaiser; Beth Mayer; Scot Nething; Mary Splichal; Phil Vanyo; Karin Haskell; Dewey Uhler; Nick Leavy; Greg Larson

Presiding: Lyn Dwyer, President

1. Lyn Dwyer called the meeting to order at 2:45 p.m.
2. Everyone was welcomed. Introductions were made.
3. Judy Maslowski gave the Invocation and led attendees in the Pledge of Allegiance. Attendees recited the REALTOR® Pledge.
4. Dwyer called for the consent agenda to be approved:
 - a. Minutes from the September 14, 2017 meeting
 - b. Local Board Reports
 - c. Calendar of Upcoming Events
 - d. 2017 RPAC Fundraising Update
 - e. Life Member applications

Jill Beck asked that the September 14, 2017 meeting minutes be removed from the Consent Agenda due to a change needed. Dwyer called for approval of the consent agenda without the September meeting minutes. The consent agenda was approved **M/S/C**. A motion was made to correct agenda item 7 in the September 14, 2017 meeting minutes as follows:

“Dwyer then called on Ben Schroeder to update members on the Trust Funds application. Schroeder said the executive committee had to work on balancing the budget for 2018 because of the loss of shared staff and rental revenue. NDAR dues have not been increased for seven years so the executive committee is proposing a \$35/yr increase. If the Board/MLS would want to ~~install~~ offer the Trust Funds ~~app~~ program, they would each be charged \$1,000 for set up. They also would be charged ~~\$8,000~~ \$12,000/yr. In offering as statewide member benefit ~~Instead~~, NDAR was able to negotiated a flat fee of \$48,000/yr which NDAR would pay, which covers the \$1,000 set up and ~~\$8~~ \$12,000/yr. There still would be an average charge of \$39/month per brokerage (based on Fargo’s transactions). If NDAR dues are increased, even with the payment to

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TrustFunds, an additional \$10,000 would be available to go into the building fund. If Board members approve, three boards could be integrated as early as in November, December and January. Wahpeton is considered its own entity. Fargo already paid the \$1,000 set up fee, as their Board has adopted. Even if the number of transactions is more than what was estimated for Fargo (\$39/month/brokerage) charges are capped at \$150/month. In addition there is a \$5 per transaction fee which those currently using Trust Funds are charging to their clients with no push back. In Minneapolis where it began and in Fargo which is just starting, title companies, builders, and brokers are jumping on board. Trust Funds is aware of different MLS vendors and can work with all of them. It will not be available to those members not on an MLS. The money is not held by TrustFunds. The TrustFunds app is a way to make a secure electronic transfer of funds into an account designated by the agent, broker or customer. It is similar to an ACH transfer among lenders but with better reporting. Dwyer asked for a motion for a \$35/yr dues increase with part of the increase going to Trust Funds. A motion to that effect was made and approved. **M/S/C** After the motion was passed, Dwyer said NDAR would facilitate broker education on the Trust Funds' program". The September 14, 2017 meeting minutes were approved as corrected. **M/S/C**

5. Dwyer gave the President's Report. She said she had enjoyed making local Board visits throughout the state and she and Beck would be visiting Grand Forks and Wahpeton soon. She said that at the NAR Conference in Chicago she and Ben Schroeder had been asked to make a presentation on what North Dakota is doing with the TrustFunds program at the leadership exchange. Only five presentations are selected, so this is an honor for ND. She also thanked everyone for their support during her tenure as President and said it had been a very enjoyable experience.
6. Beck gave the Staff Report. She asked members to review the financials included and said everything was where it should be at this time. She said she is looking at changing checking and savings accounts from the current bank to one that allows more electronic banking transactions. She recommended that when a bank is chosen she'd like to take it to the Executive Committee for approval. Dwyer asked for approval of that recommendation. The motion was approved. **M/S/C**
7. Casey Chapman, NDAR General Counsel, gave the legal update. He reviewed one hotline call in which an agent was asking if it was possible to fire the seller with whom he was working. Chapman said a listing contract is a contract and the seller has obligations under the contract. This seller was refusing offers because the seller planned to move to another location and get a job but his plans had not yet worked out. Chapman said if the seller was not meeting his/her obligations, then they would be in violation of the contract and it could be terminated.
8. Dwyer announced that the TrustFunds contract has been signed. FMAAR is already integrated and the next two boards scheduled for integration are Badlands and Grand Forks.
9. Ben Schroeder reminded members that the Leadership Retreat would be in Fargo on December 7th and 8th. The 2018 Board of Directors and Committee Chairs are expected to attend.
10. Committee Reports were given:
 - a. Cyber Alliance – Shane Cullen, Website Task Force Chair, gave a website update and the new home page was previewed. A suggestion was made to add a section on the Non-member page where if someone wants to become a member, there is a button that sends them to info@ndrealtors.com so they can be referred to a local board.
 - b. Professional Development – Nicole Schoeder, Chair, reported that the Pre- and Post-licensure task force is making progress. A Professionalism class will be brought to ND and the instructor has agreed to provide Train-the-Trainer sessions so we can provide the class more often.
 - c. Government Affairs – Tricia Schlosser, Chair, gave an update on the tax reform CFA. The committee will continue research into motor vehicle licensing information. There are no reports as yet from Teams or First Time Home Buyer Account task forces.
 - d. Member Involvement – Shane Cullen, Vice Chair, reported that the REALTOR® Resource Guide is to be completed at end of the year and that the committee has achieved the goals outlined in the Strat Plan.

- e. RPAC Fundraising – Karin Haskell, Chair, reported that NDAR met the 2017 President's Cup and Triple Cup goals. BMBOR and Williston BOR were commended for meeting their RPAC goals.

The following goals for 2018 were set:

- i. \$30 per member goal
- ii. 65% participation goal
- iii. 55 Major Donors
- iv. 35% response to Call for Action
- v. \$153,000 total dollar fundraising goal

Dwyer asked NDREC Executive Director Pat Jergenson for a report. Jergenson said the Bismarck-Mandan Board convened a social media task force on which she and Scott Breidenbach participated. The advertising rule had been changed to say that in all social media posts the licensee name and brokerage must be displayed in the original post. Brokerage contact information must be included in the initial post or within one click.

- 11. Greg Larson presented Dwyer with the 2017 outgoing President recognition award and thanked her for her leadership.

Dwyer gave a farewell speech, thanked all the volunteer leaders and members, and distributed gifts to and thanked the Executive Committee members and staff.

- 12. Other Business: Beck reminded everyone about the NAR Conference in Chicago. All who applied for a 2018 NAR Committee appointment got one. Conditions were updated on members and/or their family members who are battling illnesses.

There being no further business, the meeting was adjourned.

Respectfully Submitted,
Nancy R. Willis and Jane Marum