



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

June 21, 2017 9:00 a.m.

Lewis & Clark Room, Courtyard by Marriott Hotel – Bismarck, ND

Present: Lyn Dwyer, President; Ben Schroeder, President-Elect; Amy Hullet, Vice-President; Jill Kjorstad, Director-At-Large; Cindy Harvey, Past President; Vicki Roller; NAR Director; Daryl Braham, NAR Director; Nicole Schoeder; Ninetta Wandler; Judy Maslowski; Tricia Schlosser; Jamie McLean; Mary Shelkey Miller; Jodi Tollefson; Kevin Fisher; Shane Cullen; Chris Feickert; Shawn Ostlie;; Lynda Hartmann; Diann Loper; Sue Heth; Desri Neether; Joyce Kuntz (for Shari Anhorn); Emily Johnson; Vicky Matson; LuAnn White

Absent with prior notice: David Blumkin; Ruth Ann Halvorson

Absent: Mitzi Bestall

Guests: Scot Nething, Nancy Deichert, Barb Lupo, Karin Haskell, Greg Larson, Deborah Nichols, Dewey Uhler, Rochelle Eick

Staff: Jill Beck, Robyn O’Gorman, Jane Marum, Nancy R. Willis

1. Lyn Dwyer, President, called the meeting to order and welcomed everyone. Dwyer and Vicky Matson kept their cell phones and disclosed per the policy of no electronics at the meeting.
2. Board members, guests and staff were introduced.
3. Lynda Hartmann gave the Invocation and led the Pledge of Allegiance and the REALTOR® Pledge.
4. Dwyer asked for approval of the consent agenda which contained:
 - a. Minutes from the April 26, 2017 meeting
 - b. Local Board reports
 - c. Life Member Applications – Dave Wisdom, Vincent Bitz, Philip McKenzie, Jerry Voegelé

Consent agenda was approved. **M/S/C**

5. 2016 Year End Accountant Review – Lynnell Ussatis, Mahlum & Goodhart, PC accountant, presented the report, highlighting certain items. NDAR is financially sound and on the way to meet the reserve policy established several years ago.
6. Trust Funds Presentation – Ben Schroeder presented slides provided by Lynn Leegard about a web based application that allows secure electronic transfer of earnest money into trust accounts. FMAAR has voted to use. The next step is to provide “Go To” meetings to other local boards for information. A motion was made to continue to pursue as a state-driven member benefit. **M/S/C**
7. President’s Report – Dwyer thanked everyone for their sympathies after her brother’s death. She reported that Phil Vanyo’s wife has been diagnosed with cancer and prayers were requested for the Vanyo family. Beck said a bank account has been set up in their name and staff would send out information.

The Executive Committee discussed non-dues revenue, newsletter distribution, legislative issues such as seller disclosure, teams, home savings account for first time home buyers, a review of investments, involvement of past state Presidents,

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



75th Anniversary of NDAR in 2019 and reviewed the strategic plan. They also recommended updating the Convention policy so that candidates for REALTOR® of the Year or leadership being installed may purchase individual event tickets for spouse or one other individual that is not a member to attend.

8. Midyear Meetings NAR Travel Reports – in the packet for review. Additional comments:
- Greg Larson reported that as NAR's Zack Rubin McCarry had reported during the Government Affairs Committee, seven bills were being approved to be brought to the U.S. House floor as a package for NFIP reauthorization. NAR is opposed to one of them and more is to come on this.
 - Nancy Willis reported that Arizona had received an NAR Issues & Mobilization grant to hire the legal firm of Robinson and Cole to draft model sign ordinance legislation that once completed can be shared nationwide.
 - Karin Haskell reported that the NAR digital media campaign starts on Monday. Dewey Uhlir reported he attended the presentation on NAR evolving technology and research.
 - Daryl Braham reported NAR has free IT resources and to contact Mark Lesswing.
9. Staff report:
- Financials: 2017 financials were reviewed. Jill Beck said dues income is over budget for the year due to influx of new members. All other income line items are on par. Regarding expenses, staff travel is under budget, everything else is on par. Money is available to transfer into reserves, but had not been transferred due to discussions about building renovation vs purchase of new building and that those dollars might be needed. Since renovation was approved and has taken place those dollars now will be transferred.

Investment Policy: Executive Committee members that were able met with the Morgan Stanley rep in DC to review the Association's investments. The rep thought that there might be opportunity to improve NDAR's return on investment so Beck and Executive Committee will follow up with local Morgan Stanley rep.

NAR Committee Sign Up: 17 NDAR members have applied for 32 spots on NAR Committees. If you are not selected keep in mind that only 3200 spots are available and over 8000 are applying.

Leadership Summit: Last year six boards were represented and hopefully seven will be represented this year. Beck recommended touring the CRT Lab and said the Summit provides good networking opportunities for incoming leadership.

NAR Convention in Chicago: Registration is open. Beck encouraged attending the Inaugural as Elizabeth Mendenhall will be inducted as President, Dewy Uhlir as RVP and John Smaby as President Elect.

Beck added that the son of Kari Donner, a Williston member, was involved in the USS Fitzgerald collision off the coast of Japan. Her son is safe but needs to replace his computer, phone and uniforms. A collection is being taken up to defer the cost of these items.

10. NDAR Committee Reports –

Cyber Alliance – Shane Cullen, Website Update Task Force Chair, reported the committee previewed the new home page and mobile site design.

Suggested changes included adding a separate education icon, adding a consumer icon under which "Find a Home" can go and developing the Members' Only portal. He added that the committee wants site analytics to be reported on at each meeting to help guide page content. Screen size/resolution may cause a viewing problem depending on the platform which is used when using the website. Schroeder attended the NAR Data Strategies Committee meeting and reported that a Smart Home checklist is being developed as a tool to be used during the final walk through to familiarize buyers with Smart Home features and the CRT Lab has developed a camera that sees in sixteen colors which will be beneficial in identifying mold, moisture and temperature within homes.

Building Task Force – Greg Larson, Chair, reported that the building remodel is nearly complete. Because the project came in below budget, a few maintenance items will be addressed: Parking lot re-surfaced and striped, interior signs added and exterior sign and shutters replaced. Jamie McLean thanked Nancy Deichert and Jill Beck for their oversight of the project.

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 continue to do their research but have no recommendations yet.

Government Affairs – Tricia Schlosser, Chair, highlighted the topics from the meeting as follows: legislator's voting records for the 2017 session and approved studies for interim committees were reviewed. NAR's Zach Rubin-McCarry gave an update on NFIP and tax reform. The committee approved staff doing research on issues possibly resulting in legislation in 2019 including pre- and post-licensing requirements, real estate teams, first time homebuyer accounts and disclosure of abandoned vehicle information to property managers. Mandatory disclosure was discussed but tabled for now.

Member Involvement– Shane Cullen, Vice Chair said the committee discussed the Desktop Reference Guide which should be completed in October, year-to-date stats on member use of Taxbot and Hotel Storm, monies raised across the state for REALTOR® Ring Day will be advertised to the public afterwards as a way to highlight REALTOR® involvement in their communities, effective methods for communicating the value of REALTORS® and NAR's GetREALTOR/realtor.com media campaign is underway. ApplyConnect, an online renter background screening program, was approved as a member benefit.

RPAC Fundraising – Karen Haskell, Chair, reported that the committee reviewed RPAC goals and status. All of the President's Cup goals have been met except for the total fundraising goal of \$152,000. Triple Crown goals are the President's Cup goals and some additional ones which are being worked on. 75% of NDAR committee members have made contributions. We are at 49% of our 75% member participation goal and at 50% of our major investor goal. A phone bank was held during the meeting and over \$5,000 was raised. Additional contributions made and pledged after the phone bank ended raised the total to just over \$8,000.

Nominating Committee – Greg Larson, Acting Chair, reported that the candidates approved for the NDAR Ballot in September are President Elect: Amy Hullet, Bismarck, and Vice President: Jill Kjorstad, Williston. Daryl Braham will be forwarded to NAR for the National Director appointment starting in 2018 through 2020. A motion was made to accept the slate of

candidates. **M/S/C** Greg added that the Committee recommended changing the criteria for officer and director job descriptions as follows:

Must have been an RPAC or Issues investor for the last three years and if not, explain why and to be at a minimum, a Capital Club investor. A motion was made and passed to approve recommendation pending Beck consulting with NAR legal counsel as to the legality since by law RPAC contributions must be voluntary. **M/S/C**

The Committee also recommended a three consecutive term limit for the National Director position. A motion and a second were made in support of the recommendation. After discussion, a motion was made and seconded to amend the original motion and change the three consecutive term limit to four. The motion to amend the original motion failed. **M/S/F** The original motion to approve a three consecutive term limit for the National Director position remained and after further discussion this motion failed as well.

M/S/F

11. New Business

a. Mandatory Bylaws Changes **M/S/C** – Members approved the following bylaws changes:

- Language change to Article XII, Section 3 of the NDAR Bylaws due to mandatory amendments made by the NAR Board of Directors to Section 20(e), Initiating an Ethics Hearing, *Code of Ethics and Arbitration Manual*, to create an additional, effective way of ensuring accountability on the part of terminated or resigned respondents by holding an ethics hearing at which their participation would be voluntary and holding any ensuing discipline in abeyance until the member rejoined an association of REALTORS.®
- Change to Article XII, Section 5 of the NDAR Bylaws due to mandatory amendments made by the NAR Board of Directors approving mandatory biennial (2-year) education on the Code of Ethics for REALTOR® members beginning January 1, 2017. Previously Code of Ethics education was required every four years.

b. Convention Policy – Members approved a motion that those who are REALTOR of the Year nominees or being installed as an officer be allowed to buy individual event tickets for family and/or friends.

M/S/C

12. Other Business:

Jill Kjorstad thanked everyone who voted on her nomination for the 2018 Vice Chair of the Emerging Business & Technology Forum.

There being no other business, the meeting was adjourned.

Respectfully Submitted,

Jane Marum, Administrative and Membership Services Director and Nancy R. Willis,
Government Affairs Director