



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
January 10, 2018, 9:00 AM
Missouri Room, Holiday Inn
Bismarck, ND

Present: Ben Schroeder, President; Amy Hullet, President-Elect; Jill Kjorstad (joined 9:05), Vice President; Jamie McLean; Director-At-Large; Lyn Dwyer, Past President; Daryl Braham, NAR Director; Vicki Roller, NAR Director; Nicole Schoeder; Mary Shelkey-Miller; Desri Neether; Kristin Oban (for Judy Maslowski); Lore Schneider; Tricia Schlosser; Shawn Ostlie; Jodi Tollefson; Vicky Matson; Chris Feickert; Emily Johnson; Amber Carlton; Ruth Ann Halvorson; Lynda Hartmann; Jodi Danzl; Austin Bauer; Shari Anhorn (joined 9:05); Lisa Olson

Absent with Prior Notice: Judy Maslowski, Ryan Mullikin, Kevin Fisher, Mitzi Bestall, LuAnn White

Staff: Jill Beck, Robyn O’Gorman, Jane Marum

Guests: Pat Jergenson, Dave Lanpher, Casey Chapman, Nancy Deichert, John Colter; Beth Mayer, Scot Nething, Mary Splichal, Phil Vanyo, Dewey Uhler, Shane Cullen, Rochelle Eick, Al Jaeger, Cathy Hanson, Leith Devier, Shari Timms

Presiding: Ben Schroeder, President

1. President Ben called the meeting to order at 9:00 a.m. Beck, Marum and Kjorstad kept their cell phones and disclosed per policy of no electronics at the meeting.
2. Everyone was welcomed. Introductions were made.
3. Mary Shelkey Miller gave the Invocation and led attendees in the Pledge of Allegiance. Attendees recited the REALTOR® Pledge
4. Orientation on Fiduciary Duties was presented by Casey Chapman. A NAR video was shown and reading materials provided. Chapman encouraged members to voice their opinion even if it’s not popular and to be unafraid of criticism.

At this time, Al Jaeger, REALTOR® Emeritus and ND Secretary of State, spoke about various changes which have occurred through NDAR’s history, many of which are technological advances. He emphasized the value of REALTOR® membership. Al announced that he’ll run for the office of Secretary of State again in 2019.

5. Schroeder called for the consent agenda to be approved:
 - a. Minutes from the October 24, 2017 meeting
 - b. Local Board Reports
 - c. NDREC Update
 - d. 2017 RPAC Results
 - e. Calendar of Upcoming Events
 - f. 2018 NAR Committee Appointments
 - g. Ratification of Local Board Appointments (Replacing terms that expire 12-31-17)

Issues Mobilization (3 year term):

Minot: Larry Louser

Grievance Committee (3 year term):

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Bismarck Mandan: Rochelle Eick

- h. It was moved to add Kevin Fisher's appointment to the RPAC Trustees appointment list.
M/S/C

The Consent Agenda was approved as presented. M/S/C

At this point in the meeting, President Ben called on Pat Jergenson, Executive Director, NDREC, who announced her retirement after 16 years of service. The Board thanked her for her service and she received a standing ovation.

- 6. The Strat Plan was provided as a handout and board members were asked to contact the leadership team if any changes are needed.

7. Policy Updates

- a. It was moved that a NDAR board member assumes the duties of fiduciary, confidentiality and loyalty to the non-profit corporation, North Dakota Association of REALTORS® that cannot be delegated to someone else of the local boards or anyone else's choosing. Someone stepping in for a meeting cannot bring the continuity that a board/committee needs to function as good governing body.

If board members cannot be present at a meeting, they may not give others a **proxy** to **vote** on their behalf, or send someone in their place. This applies both to committees and the Board of Directors. M/S/C

- b. It was moved to change the RPAC Bylaws as follows:

Article II. Organization

B.2. The NDAR State Government Affairs Chair and RPAC Fundraising Chair are ex-officio non-voting members along with Federal Political Coordinators (FPCs). The NAR Regional Trustee (if in state) also will be an ex-officio non-voting member unless they already are an appointed Trustee.

Only Trustees who are voting members and designated staff are allowed in executive session. When selecting candidates, deliberations are to be held in the strictest confidence and Trustees and staff must sign confidentiality agreements to that effect.

Article II. Organization

C.1. There shall be one Trustee from each local Board appointed but the President of the North Dakota Association of REALTORS® for three –year terms, or as necessary to maintain the pattern of staggered service.

To be considered for appointment as a Trustee, the individual must be an RPAC investor at a minimum of the 99 Club level and must have served one year either on the NDAR Government Affairs Committee, their local Government Affairs Committee or their local RPAC Trustee Committee (or whichever local committee is responsible for the disbursement of RPAC/ISSUES funds).

Two successive unexcused absences from RPAC Trustee meetings shall be cause for removal of an individual as a Trustee.

All appointments by the President of the North Dakota Association of REALTORS® shall be made and confirmed by the Board of Directors of the North Dakota Association of REALTORS®.

C.2. Duties

The RPAC Trustees shall have supervision and control over the affairs and funds of the Committee and they shall establish and carry out all policies and activities of the Committee.

Only Trustees shall be assigned RPAC responsibilities. Trustees may delegate administrative activities to staff as necessary and fundraising activities to the NDAR RPAC Fundraising Committee. M/S/C

8. Chapman gave the Legal Counsel update. Questions recently received on the Legal Hotline concern earnest money and time held in the trust account. Chapman emphasized getting an agreement or something from a judge, otherwise after three years the money goes to the state's Abandoned Property division.
9. Jill has reached out to NAR 1st VP Candidates to attend our March meetings.
10. The President's Report was given on Facebook Live. President Ben noted that the NDAR Board has a good balance of leadership with some members having been in service for a while and others being new to the board. This will bring a good balance of perspective to the board. President Ben encouraged members to bring a friend to experience committee and board meetings and to attend socials which are an important part of meetings to gain connections and friendships. He challenged members to "like" and "share" NDAR's Facebook posts. President Ben gave a recap of tax reform bill. He stated that the Leadership Retreat held in December was productive. President Ben stated he will give his best effort this year and is looking forward to accomplishments to be made by the board.
11. Jill gave the Staff Report. Financial Review – dues are in for 2018. The year 2017 through November is in the packet. Jill covered areas where actual amounts varied from budget and explained the deviance. The accountants will give an update at the June meetings for year end 2017. The rest of the report is written and in the packet.
12. Committee Reports were given.
 - Cyber Alliance: Dave Lanpher, Chair, reported that a task force was created to research a text message platform and another task force formed to find ways to drive members to the NDAR website. The committee recommended to the Board of Directors that Strat Plan Goal #3, Technology item 5, be changed to: We will enhance and promote more technology training presentations at the state and local levels as needed and link information shared through our website. M/S/C. The committee also made a recommendation to change the name of the Cyber Alliance Committee to the Technology Committee. M/S/C
 - Membership Involvement: Shane Cullen, Chair, reported that brokers and members are receiving education on TrustFunds. Regarding REALTOR® Ring Day, NAR leadership was contacted and responded that the name is trademarked by the Salvation Army and they would jointly file to register REALTOR® Ring Day which at this point they won't be doing. NAR legal will be less harsh on cease and desist orders and NAR is committed to working with marketing to provide a more positive message. Apply Connect, the newly-launched tenant screening program, is currently used by one member and more promotion of the program will be done. A safety session will be offered in Grand Forks after the June meetings. A social media campaign will be developed to commemorate the 50th Anniversary of the Fair Housing Act in April, which is Fair Housing month.
 - Professional Development: Shawn Ostlie, Chair, reported that Marcie Roggow has been selected to teach the Professionalism class and that she has agreed to train the trainer sessions so that we can provide future classes. A Google class will be offered via caravan. A basic class will be held in the morning and an advanced class in the afternoon. The Pre/post Licensure taskforce hopes to have a recommendation to the committee by June. A broker

class will be provided on the same day as the broker meeting. NAR's texting platform, the Hub, will not be available for expansion for another 18 months or so.

Government Affairs: Phil Vanyo, Chair, reported there were 30 committee members in attendance and that two task forces were created to address pre/post licensure education and teams as we approach the next legislative session. There has been a change in the platform for responding to Calls for Action. Committee members were challenged to be at 100% participation for RPAC investors. It was moved to update the Strat Plan under #1 Advocacy to add item "To continue to aggressively encourage 100% RPAC investments for all committee and board members." M/S/C

RPAC Fundraising: Jill Kjorstad, Director Liaison, reported that CFA goals for 2017 & 2018 were increased and the REALTOR® Party app was discontinued. Members can now text 30644, type REALTOR then send. It was moved that NDAR continue to be a Major Investor in RPAC for 2018 at the Golden R level and to keep it ongoing into the future.

13. Other Business: President Ben gave a reminder about March meetings in Minot and encouraged participation in the social that will be held.

There being no further business, the meeting was adjourned.

Respectfully Submitted,

Jane Marum and Jill Beck