



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

Minutes

Professional Development Committee

June 20, 2017 10:15 a.m.

Lewis & Clark Room

Courtyard by Marriot, Bismarck, ND

Present: Nicole Schoeder, Chair, Shawn Ostlie, Vice Chair, Ben Schroeder, Director Liaison, Jamie McLean, Shane Cullen, Kristin Oban, Shari Timms, Diann Loper, Shari Anhorn, Amber Kraft, Alyx Pederson, Jill Kjorstad, Judy Maslowski, Ninetta Wandler, Vicky Matson, Desri Neether, Chris Feickert, Deborah Nichols, Judy Hoskin, Kristy Sagaser, Amber Carlton, Melanie Kitzan-Morel, Nick Leavy

Absent with Prior Notice: Lorrie Nantt, Dave Blumkin, Tricia Schlosser

Absent: Candi Steidler, Sarah Stock

Guests: Amy Hullet, Kevin Fisher, Lynda Hartmann, Sue Heth, Scot Nething, Nancy Deichert, Barb Lupo, Mary Shelkey Miller, Joyce Kuntz, Emily Johnson, LuAnn White, Dawid Boroski, Rochelle Eick, Dewey Uhler, Pat Jergenson

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

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

The Committee Purpose was reviewed.

Minutes from the April 26, 2017 meeting were approved as presented. M/S/C

Professionalism Class Task Force Update: Task Force Chair, Shawn, reported that the MNAR Professionalism course (virtual or in-person) hasn't been finalized so the task force is waiting for that to happen. He stated that other class options include the Orlando Association's Gold Key program that provides certification on three levels (agent, broker and office); a class developed by local members; Fargo Moorhead brokers are developing a six-hour course; Ben stated he liked the idea of the Gold Key certification for Brokers because as Brokers get certified, others will follow.

Pre/post Licensure Education task force update: Chair Kristin reported that the task force continue to look at what other states are doing and are comparing ND course content with that of UT and CA. In the last two years, UT increased hours from 40 to 120 and the rationale for it was to raise the bar for professionalism in the industry. CA licensees need 45 hours every four years to renew and 135 pre-licensure hours. The task force are still reviewing CA's information.

Kristin stated that the task force is focusing on three issues: 1) What is the process for changing the requirements? 2) If the requirement hours are increased, what will the content consist of? 3) Can existing education providers accommodate the increase in hours?



Kristin recommended adding a Government Affairs Committee member and a Commissioner from the ND Real Estate Commission to the task force. There was group consensus to add the two committee members as recommended. Staff will contact the Government Affairs Committee and the ND Real Estate Committee about this.

Regarding the process for changing licensing requirements, Pat Jergenson, NDREC, stated that course content change is made through the Commission and that a change in the number of hours would be made through the legislative process. They are getting an opinion from their attorney on additional language in the rules.

NAR Diversity Class update: The group discussed whether the \$5000 cost of a live class is prohibitive. The class is offered through REBAC, is a part of the ABR designation and can also be taken online. Jill Kjorstad stated she took the online class which focused on cultural and fair housing issues and she thought the class was good. In general, the group felt that diversity training is necessary due to the changing population in ND. Nick recommended that the committee choose diversity as a mandatory topic recommendation to the NDREC next time. There was group consensus for this recommendation. Jill Kjorstad added that there are "train the trainer" options available that she'd be willing to participate in.

Bridging the Gap class update: Good online courses are available on this topic. There was group consensus not to pursue this class as an educational offering to members.

Additional education discussion: Members will be asked to recommend their favorite online classes from the CE Shop and McKissok to be listed on the NDAR web site. This will not only be good information for members but may increase non-dues revenue; NAR did a survey which revealed that millennials are now buying houses and having families; the NDREC will be approving a class on the ins and outs of marijuana and how it will affect real estate business in ND.

There being no further business, the meeting adjourned.

Respectfully Submitted,

Jane Marum
Staff Liaison