



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

Professional Development Committee

March 15, 2018 10:00 a.m.

Ionian Room, Holiday Inn Riverside, Minot, ND

Present: Shawn Ostlie Chair, Amber Carlton, Chair-Elect, Amy Hullet, Director Liaison, Jamie McLean, Kristin Oban, Chris Feickert, Shari Timms, Shari Anhorn, Amber Kraft, Jill Kjorstad, Vicky Matson, Cathy Hanson, Ruth Ann Halvorson, Judy Maslowski, Joy Keller, Debra Brumfield

Absent with Prior Notice: Desri Neether, David Blumkin, Micha Thureen, Nicole Schoeder, Ninetta Wandler, Desri Neether, Tricia Schlosser, Julie Breidenbach, Theresa Halvorson, Jamie Pullen, Laurie Burkholder, Nick Leavy, Alyx Pederson

Absent: Shane Cullen, Kristy Sagaser

Guests: Scot Nething, Nancy Deichert, John Colter, Marti Kaiser, Beth Mayer, Ben Schroeder, Mitzi Bestall, Matoya Lafontaine, Mary Splichal, Tate Cymbaluk, Andrew Gudmunson, Dewey Uhler, Mary Shelkey Miller, Becky Bertsch, Jody Bullinger, Jody Danzl, Pat Jergenson, Jeanne Prom, Lyn Dwyer, Sue Heth, Judy Hoskin, Karin Haskell, Gary Kramlich, Ryan Mullikin, Greg Larson

Staff: Jane Marum, Jill Beck, Nancy Willis

Shawn Ostlie, Chair, called the meeting to order. Welcome and introductions were made. Pat Jergenson, Executive Director of the NDREC was congratulated on her retirement and thanked for her service. Jeanne Prom was welcomed as the incoming Executive Director of the NDREC.

The Committee Purpose was reviewed.

Minutes from the January 9, 2018 meeting were approved as presented. M/S/C

2018 Course Updates: Professionalism Class – will be taught by Marcie Roggow and held sometime during the week of May 8th in Bismarck and Fargo. Both sites will include a train-the-trainer session for which a small fee will be charged. The group reached consensus that Marcie Roggow's three- hour Procuring Cause course will be held at two locations in conjunction.

Google Class – Jill Beck asked for clarification on the committee's intent for this class. After further discussion there was consensus that the class will be held in January or February of 2019 due to the number of classes already being scheduled this year.

Agency – Mandatory for 2018. Flyers are available for registration for the spring caravan. Agency will be taught again in October.

Code of Ethics – This is the last year of the cycle. The class will be offered at the ND/SD State Convention in September in Minot.

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Leadership Training - NDAR is planning to schedule NAR's Leadership Program 200 and 300 series in July. The details and facilitator are still being worked out. It is recommended that incoming Presidents heading to Chicago for Leadership Summit in August have the 200 and 300 series if they are planning to take the new 400 series there.

CRS Courses – Dakotas CRS will hold "7 Things Successful Agents Do" and "Negotiations" in Sioux Falls and Fargo in July. The instructor is to be determined.

October (Year End) Classes – Mandatory Agency, Code of Ethics and one other class will be offered.

Broker Education/Meeting: A broker class will be given in conjunction with the annual broker meeting. Dates and topics are still being worked on.

Pre/post Licensure Task Force Update: Kristin Oban, Task Force Chair, recapped the group's activity over the last year. Motions recommended to the Professional Development Committee:

- Pre-licensing currently 45 hours. Recommendation to add an additional 45 hours for a total of 90 hours. M/S/C
- Post licensing currently 15 hours within the first year. Recommendation to keep current number of hours. M/S/C
- Licensee continuing education is currently 9 hours/year. Recommendation to increase to 12 hours/year with brokers required to have 3 of those hours be mandatory broker education. M/S/C

Nancy Willis explained that Pre-licensing changes would need to be made via legislation, so a bill to make changes would need to be introduced. Online vendors would most likely need 2 years to complete additional curriculum so the effective date would be 2021. Continuing education requirements can be done through the legislative Administrative Rules Committee and the mandatory requirement can be made by the ND Real Estate Commission. In addition, the recommendations approved by the Professional Development Committee will go to the NDAR Board for their action tomorrow and any recommendations from the Board would be presented to the NDREC with a request for their endorsement.

Goals for 2019: 2019 Mandatory Topic Suggestions for NDREC – after many ideas were discussed, the group reached consensus to recommend Safety with an element addressing Cyber Security and Professionalism as 2019 mandatory topics to the NDREC which meets next week.

Course topics for 2019 – Shawn asked that members bring suggestions for 2019 course topics to the June meeting.

RPAC Goals: Currently 47% of the members of this committee have invested in RPAC. Nancy Willis reminded all that investments can be made during the RPAC State Campaign in March.

Calendar Invites and Responses: Shawn reminded committee members to continue responding to the calendar invites sent for meetings and emphasized ease of use.

There being no further business, the meeting adjourned.

Respectfully Submitted,

Jane Marum
Staff Liaison