



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

February 6, 2019

Lewis & Clark Room, Courtyard by Marriott

Bismarck, ND

Present: Amy Hullet, President; Jill Kjorstad, President-Elect; Mary Shelkey-Miller, Vice President; Nicole Schoeder, Director-At-Large; Ben Schroeder, Past President; Daryl Braham, NAR Director; Vicki Roller, NAR Director; Michael Schwab, Desri Neether, Darren Schmidt, Joy Nelson, Kristin Oban, Karin Haskell, Vicky Matson, Shawn Ostlie, Nick Olson, Chris Feickert, Amber Carlton, Jodi Danzl, Phil Vanyo, Sally Domke, Lisa Olson, Tamie Dunn, Heather Kitzman

Absent with Prior Notice: Emily Johnson, Shane Cullen, RuthAnn Halvorson, Vicki Roller, Ryan Mullikin

Staff: Jill Beck, Kaylah Horton

Guests: Ron Volk, Arlene Volk, Gloria Palm Connor, Casey Chapman, Jeanne Prom, Amber Kraft, Dawn Chadwick, Monica Kirkeide, Dawid Boroski, Judy Maslowski, Shari Anhorn, Jamie McLean, Dewey Uhlir, Kari Donner, Amanda Simard, John Colter, Nancy Deichert, Tanya Keck, Scot Nething

Presiding: Amy Hullet, President

1. President Hullet called the meeting to order at 12:30pm, Beck and Kjorstad kept their cell phones and disclosed per policy of no electronics at the meeting.
2. Everyone was welcomed. Introductions were made.
3. Arlene Volk 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. Chapman encouraged members to voice their opinion even if it's not popular and to be unafraid of criticism. The video will be sent out to the BOD; it was not shown due to timing.
5. Hullet called for the consent agenda to be approved:
 - a. Minutes from the September 13, 2018 meeting
 - b. Local Board Reports
 - c. NDREC Update
 - d. 2019 RPAC Results
 - e. Calendar of Upcoming Events
 - f. Federal Political Coordinator (FPC) Ratification
 - a. Senator Hoeven – Tate Cymbaluk
 - b. Senator Cramer – Greg Larson
 - c. Representative Armstrong – Neal Messer
 - g. 2019 NDAR/NAR Committee Appointments

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- h. Ratification of Local Board Appointments (replacing terms that expire 12-31-2018)
 - a. **Issues Mobilization (3 year term)**
Bismarck – Tricia Schlosser
Jamestown – Mike Swartz
 - b. **Grievance Committee (3 year term)**
Badlands – Lorrie Nantt
Williston – Joni Olson

A motion was made to add Mike Swartz to the Consent Agenda. **M/S/C**
The Consent Agenda was approved as presented. **M/S/C**

- 6. The Strat Plan was provided as a handout and board members were asked to contact the leadership team if any changes are needed. The recommended change from the Planning Retreat for objectives were approved as presented. **M/S/C**
- 7. Chapman gave the Legal Counsel update, including that he will have a draft of the combined forms for statewide use ready in 1-2 weeks.
- 8. President Hullet gave the President's Report: She updated the Board on legislation, plans for RPAC's 50th Anniversary and NDAR's 75th Anniversary. She also brought motions forward from the Executive Committee as follows: motion to close the savings and checking accounts at Wells Fargo and move to 1st International Bank; motion to create a Region 8 checking and money market accounts. **M/S/C**
Hullet also presented the 2018 NDAR President, Ben Schroeder, with an appreciation award for his years of service. Ben in turn recognized the 2018 Chairs and leadership with recognition gifts.
President Amy gave Executive Committee update.
- 9. Jill gave the Staff Report. Financial Review – dues are in for 2019. The year 2018 through November is in the packet. Jill covered areas where actual amounts varied from budget and explained the deviance. The accountants will give a financial review at the June meetings for year-end 2018. The rest of the report is written and in the packet.
- 12. Committee Reports were given.
 - Membership Involvement: Shari Anhorn, Chair, reported that existing benefits were reviewed and the committee is brainstorming new ideas including cell phone discounts, booking communities, and supplemental insurance options. Consensus to investigate health insurance plans/options for employees. Also a reminder that December 6th is REALTOR® Ring Day.
 - Professional Development: Amber Carlton, Chair, thanked Kristin Oban for her work on increasing pre-licensing education. Working on required topic course on safety for a June caravan. Recommending topics for 2020 mandatory topic to the RE Commission as Risk Management or Professionalism.
 - Government Affairs: Phil Vanyo, Chair, did an overview of the day prior – Legislative Impact Day and Legislative Reception. Phil thanked everyone for their time commitment.
 - RPAC Fundraising: Karin Haskell, Chair, reported the goal set is \$150,000 and hope to incorporate the 50th anniversary of RPAC into the year.
Goals – Minimum investment \$50, Participation 75%, Major Investor 50, Capital Club 75, Presidents Club 30, Pinnacle Club (99 Club) 250. Motion from the committee is to change the name of 99 Club to Chairman's Club. (M/S/F). Motion made to change the name of 99 Club to Pinnacle Club. **(M/S/C)**
Goals for RPAC approved as presented. **(M/S/C)**
 - Technology: Note that committee meeting was postponed and Board of Directors met due to pending storm.

13. Other Business: President Hullet discussed the NAR professional liability insurance and consensus was to not purchase additional insurance beyond what is provided. Discussed the REALTOR® Convention of the Dakotas in Deadwood and reminded everyone to let Jill know if they needed a room for Tuesday night. Reports were filed and in packs from the NAR conference in Boston. Commitment to Excellence (C2EX) was discussed.

There being no further business, the meeting was adjourned.

Respectfully Submitted,

Jill Beck, CEO