



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

October 22, 2020 - Zoom Conference Call

Present: Jill Lee - President, Mary Shelkey Miller – President Elect, Shawn Ostlie – Vice President, Nick Olson – Director At Large, Amy Hullet – Past President, Daryl Braham, Vicki Roller, Jamie McLean, Joy Nelson, Kristin Oban, Darren Schmidt, Amber Carlton, Dawn Chadwick, Shane Cullen, Chris Feickert, Vicky Matson, Ryan Mullikin, Gloria Palm Connor, Claire Smith, Jodi Danzl, Phil Vanyo, Amber Kraft, Lisa Olson, Kari Donner

Absent: Michael Schwab, Jeff White, Russel Crary, Tricia Seckerson, Tamie Dunn

Staff: Jill Beck, Robyn O’Gorman, Sarah Caldwell

Guests: Casey Chapman, Beth Mayer, Nancy Deichert, Jeanne Prom, John Colter, Kevin Fischer, Lorrie Nantt, Marti Kaiser, Schuyler Froehlich, Scot Nething

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Presiding: Jill Lee, President

President Jill Lee called the meeting to order at 1:00 pm and welcomes everyone to the meeting. Introductions were made for new NDAR staff member, Sarah Caldwell.

Gloria Palm Connor gave the Invocation. Kristin Oban attendees in the Pledge of Allegiance. Attendees recited the REALTOR® Pledge.

Lee called for the Consent Agenda to be approved:

- a. Minutes from July 30, 2020 (pg. 4-6)
- b. Local Board Reports (pg. 7-10)
- c. Calendar of Events (pg. 11)
- d. NDREC Update (pg. 12)
- e. Legal Update – Casey Chapman
- f. Life Member Applications – Betty Wieland, Don Schmeling, Erroll Bong, Wally Rodgers, Jerry Waletzko, Jim Hoppe, Ron Rheault (pg. 13-19)

A motion was made to remove E & F from the Consent Agenda and approve the agenda as such. **M/S/C**

A motion was made to recognize Mark Mason as a Life Member posthumously. **M/S/C**

A motion was made to approve all Life Member Applications. **M/S/C**

Casey Chapman provided board with legal update. Chapman shared that legal hotline remained very active, with members primarily concerned with contingencies and escalation clauses.

President Jill Lee gave a brief presidents report, sharing that the board has handled a challenging year well. She thanked the work groups for all of the progress made.

NDAR CEO Jill Beck reviewed the financial statements for the 2020 fiscal year. She then covered the proposed NDAR budget for the 2021 fiscal year. The 2021 budget was approved as proposed. **M/S/C**

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#### Committee Updates:

Joy Nelson, Chair of the Convention of the Dakotas workgroup, gave an update on the results of the workgroup survey and gave the following recommendation: To have the annual REALTOR® convention revert to a function of the state association who will have complete and full administration, oversight and responsibility in determining the appropriate governance model of how the convention is to be managed and planned. **M/S/C**

Trust Funds Workgroup Chair Phil Vanyo reported updates on the workgroup and shared trust funds usage statistics for NDAR. Statistics show that trust fund usage is steadily increasing, and Phil reported that the cost of trust fund management has decreased. Nick Olson added that despite misconceptions regarding trust funds, the expenses for the broker involved have not been as severe as anticipated.

Chair Amber Carlton gave an update on Statewide Forms Workgroup and shared that there are two companies well qualified to help with the process, WAV Group and T3. While there have been rough estimates, the companies are unable to offer clear cost estimates... workgroup will move forward with proposed companies to determine best course of action.

C2EX Workgroup update was given by Chair Gloria Palm Connor. As of October 8<sup>th</sup>, there were 164 members who have received their endorsement and 391 members in progress. NDAR was ranked number one for small boards and number one nationwide for percentage complete. The completion closed October 15<sup>th</sup> and the results will be released at the NAR Convention.

Shane Cullen, Co-Chair of the Insurance Taskforce, reported that the taskforce had met with multiple insurance providers to determine the best course of action for the group. After reviewing these options, the taskforce decided that a survey should be sent out to members in order to determine NDAR member insurance needs. The survey was sent out on October 15<sup>th</sup> and will close October 23<sup>rd</sup> at 5:00 p.m. Thus far there have been nearly 200 responses from members.

Nancy Deichert gave an update on statewide MLS. There have been some delays as they search to find examples of where MLS has been done on such a large scale and progress has been slow thus far. They intended to meet again soon and drive progress forward.

President Jill Lee reviewed the 2021 Realtor Convention of the Dakotas. She encouraged board members to share with members in their respective areas and register.

Daryl Braham gave an overview of the proposed changes regarding the NAR Professional Standards. Proposed changes to the code of ethics include holding members to the NAR standard even when not working, and members could be negatively impacted for breaking ethical code outside of work. Daryl asked board members to go onto the NAR hub and share their support of the change if they feel strongly.

President Jill Lee discussed the new appointments to the 2021 NAR Committees and thanked the 2020 NAR Committee members for their dedication.

Other Business: CEO Jill Beck shared that there will be an executive committee meeting to discuss Grand Forks asking for conference expenses to be reimbursed.

The meeting was adjourned at 2:30 p.m.

Respectfully Submitted,  
Sarah Caldwell, NDAR Staff

