



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 13, 2021

Virtual via Zoom

2:00 PM (CT)

Members: Mary Shelkey Miller - President, Shawn Ostlie – President –Elect, Kevin Fisher – Vice President, Lorrie Nantt – Director At Large, Jill Lee – Past President, Len Sarvela – Regional Vice President, Daryl Braham, Vicki Roller, Tammie Braun, Lenae Bookhardt, Joy Nelson, Jamie McLean, Jeff White, Kristin Oban, Heidi Hilzendeger, Nick Olson, Dawn Chadwick, Claire Smith, Gloria Palm Connor, Chris Feickert, Shane Cullen, Amber Carlton, Vicki Matson, Ryan Mullikin, , Russel Crary, Phil Vanyo, Kimberly Efta, Loni Trapp, Tamie Dunn, Amber Kraft, Lisa Olson, JoAnn Callahan

Presiding: Mary Shelkey Miller, President

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

President Mary Shelkey Miller called the meeting to order at 2:01pm and welcomed everyone. She thanked Shane Cullen and Desri Neether for all their hard work on the Health Coverage Taskforce. She then introduced Shawn Ostlie, and asked him to give an update on where we currently stand with Decisely.

Kristin Oban and Vicki Roller joined at 2:03pm.

Shawn shared that the health coverage for REALTORS® has been a longstanding issue, and the Georgia REALTORS® has been the first to find a solution. They have been looking for coverage since 2014, and have spent the last two years creating this program with Decisely. Shawn shared that this is a true health insurance program with a deductible, and once that is met you are covered for services. Shawn shared that you do need to have a tax ID number, but it is free and easy to do on irs.gov. To participate, you must also be a state member and have a NRDS number. The deductible rates are \$2,500, \$5,000, and \$10,000, which is doubled for family coverage. You can currently go online to Georgia’s website for more information and to get a quote, at <https://garehealthbenefits.decisely.com/>. All of these plans include pharmacy, and this goes up to 65 years of age at which point you would go onto Social Security. All the website and cards will be branded to NDAR and will be a member benefit. There is a one-time, \$5,000 fee to the association. Anyone can join throughout the year on the first of each month. Shawn said one of the reasons they are able to keep the prices down is because they have a division which exclusively disputes bills. Shawn shared that NDAR would not be the guinea pigs on this, and he does not want to be late. Jill shared that there are knock out questions in the packet provided, and that appraisers can be included but only if they have a real estate license.

A motion was made to proceed with and work with Decisely to offer NDAR members the REALTOR® healthcare plan they offer. **M/S/C**

Jamie McLean gave an update on the building/lease space. He shared that is has not been marketed other than spreading the word. The building taskforce was in the process of interviewing different commercial

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management agencies when someone approached Nancy and Jill asking to lease it. Darren, Jamie, and Kristin are working on the lease with that individual. The taskforce would like to do one-year terms with the possible lessee, Comfy Couch Counseling. They are currently going back and forth, and may be able to finish negotiations soon. The lease rate is \$18 per sq ft with 1809 sq ft. It will be \$2,700 the first year, \$2,800 the second year, and \$2,900 the third year. The lessee would want to move in December 1. Jamie thinks this will come together; he doesn't see any issues. They have gotten three proposals from commercial companies to market the space, but they do not see any need for it right now if they can keep everything in house. Jamie shared that REAP LLP also has the option to not have them renew. The doors in between the spaces will lock from both sides.

Shawn Ostlie then gave an update on NDAR's Strategic Planning Retreat. The retreat will be in Bismarck on December 7 & 8, facilitated by Jason Matthews. The meeting will be held at Bismarck State College, and there is a hotel nearby with blocked rooms. Shawn let everyone know that there will be a survey coming out as prework, and asked everyone to complete the survey.

Shawn then gave an update on the 2022 Convention of the Dakotas. Shawn shared that the members on the taskforces have been doing good work. He shared the theme: Celebrating Our Past, Inspiring Our Future. He reminded BOD members that the dates are different than usual, so the convention will be on a Monday-Thursday.

Mary Shelkey Miller shared that the Real Estate Commission is meeting tomorrow, October 14, at 10:15am on administrative rules. Mary said that if anyone has questions or concerns, they should contact Jill or Jeanne prior to the meeting. One focus will be that new licensees need 9 hours of CE no matter when they join, and they will discuss if there is something that can be changed about that. Jamie McLean asked about a possible 12 hours minimum, and Jill Beck shared that it is part of the administrative rules that are going to be reviewed. She hopes that this can be addressed during the next legislative session.

Mary Shelkey Miller spoke about the governance PAG and the PAG proposal and that will be voted on in November at the national convention in San Diego. She encouraged board members to follow the provided link in their packets to review the proposal. There will be a briefing regarding the meetings in San Diego on October 27 at 10:00am. Jill shared that the biggest changes would be the delegate body elimination, and she shared that the BOD makeup would change.

Mary Shelkey Miller then called on Tammie Braun, who had an announcement to make. She shared that a week from tomorrow, the Badlands Board will be having a cookoff and silent auction as a fundraiser for the Daryl Braham campaign. They would try to get the silent auction online for those that cannot physically go. The event will be October 21 from 6-8pm.

Jill added a reminder that AEs met last week about the change in structure to NDAR's Board of Directors. Effective December 1, the BOD makeup will change so that each board will have at least 2 members. Fargo is to have 4, Bismarck will have 3, and all others will have 2.

Mary Shelkey Miller shared that on November 22 from 1-4pm is the broker meeting for the state, via Zoom. Information will be sent out closer to the meeting date.

Finally, Shane shared that he is wearing pink everyday for the month of October to raise money for breast cancer with a goal of \$5,000. If you go on Facebook, you can find and donate to that campaign.

Being no further business, the meeting was adjourned at 3:04pm.

Respectfully Submitted: Sarah Caldwell, NDAR Staff