



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®

Professional Development Workgroup Minutes
Wednesday 9, 2021
Zoom Conference Call

Members: Chris Feickert, Amber Carlton, Angela Cymbaluk, Sally Domke, Amber Flynn, Jeni Grunseth

Staff: Jill Beck and Sarah Caldwell

Chair Chris Feickert called the meeting to order and introductions were made.

The Workgroup Purpose was reviewed, and the three assigned topics for the workgroup were shared – Fair Haven, Mandatory Education Recommendation, and Diversity.

Chris asked the group who had started or completed Fair Haven, and Amber Carlton had completed the training. Amber shared with the workgroup her experience with the training, and what the training is/entails. Jill Beck shared that the Mandatory Education Recommendation is a recommendation to the real estate commission for the mandatory continuing education topic in North Dakota for 2022. The group discussed previous years topics, and Amber Flynn shared that in her region there are many gray areas in relation to Clear Cooperation. Jill shared that we are working with an organization to consolidate forms, and additionally this may not necessarily be a mandatory topic for CE but instead a training offered.

Chris shared that something about respecting other agents during the busy market may be relevant. Amber Carlton shared that there was a Fargo course surrounding respect and etiquette that has already been approved and may be appropriate for that topic. Jill shared that the REC will only approve a topic if there are also online classes available which cover the named topic. The group agreed that a focus on professionalism, respect, and ethics in Real Estate is important for the recommendation. The WG agreed that they will put forward a recommendation of Real Estate Etiquette/Professionalism as the required topic.

Chris asked for ideas on how to promote Fair Haven in the state. Amber Carlton said that to promote Fair Haven in Fargo, one of the title companies there is giving away a \$100 gift card to anyone who completes Fair Haven by the end of September. Chris suggested a video promoting Fair Haven be sent out to members. Jill shared that a title company would be more than willing to sponsor, and Amber Carlton was charged with reaching out to FM to see if they will sponsor and she will also be responsible for creating a video promoting it. Jill suggested the deadline be September 10, and it can be awarded at Convention – the workgroup agreed. Sally Domke was charged with contacting Quality Title to see if they would sponsor as well. The group agreed that the Board of Directors should be issued a challenge to have 100% participation, and this would be extended to the local Boards of

318 W. Apollo Ave. | Bismarck, ND 58503

office: 701-355-1010 | **toll free:** 800-279-2361 | **fax:** 866-665-1011

info@ndrealtors.com | www.ndrealtors.com



Directors as well. The penalty is that any BOD member who does not complete the challenge by the September 10 deadline will be required to bring treats to the next BOD meeting.

Concerning the Diversity topic: Amber Flynn shared that she has been seeing conversations around clients who are transgender or transitioning, and though it might be a good to focus on the legality of name changing and how to navigate that. Jill shared that Diversity is a larger topic, and after tackling the first two topics today it may be more appropriate to focus on Diversity in a July workgroup meeting. The date for the next meeting was set to July 15th at 9am. The workgroup was asked to research diversity, read bogs, and come back ready for discussion.

Being no further business, the meeting was adjourned.

Respectfully submitted: Sarah Caldwell, Communications Director