



To advocate for the success of our members in partnership with our local Associations and the National Association of REALTORS®

### **Professional Development Committee Minutes**

Wednesday, February 9, 2022

1:45 pm CST – Zoom

Chair Jeni Grunseth called the meeting to order and welcomed everyone. Introductions were made.

The committee purpose was reviewed. Jill Beck shared that the Professional Development Committee was removed 2-3 years ago, and in December's Strategic Planning Session the Board of Directors reinstated it.

Jeni then shared the goals from the 2022 Strategic Plan, which are: Develop recommendations for training for brokers, broker associates, and sales managers; utilize business partners to incentivize members to complete DEI training; and develop a mentorship program for NDAR members.

Jill Beck gave an update on Real Estate Commission Administrative Rules Changes. She shared that the association supported the changes that were being recommended, and everything was accepted that was proposed and adopted. It now goes to the Attorney General's office. The timeline for process will vary, especially with any changes with the new attorney. One change to be noted is the 9-hour CE requirement is moving to a 12-hour CE requirement. 3 of those 12 hours is hoped to be in broker education. The goal for final adoption is 12 hours for 2023.

Amy Hullet joined at 1:50pm.

Jeni reviewed the 2022 required CE topics from the NDREC, which are "Respect, ethics and professionalism" and "Fair housing."

Cindy Harvey and Dawid Boroski joined at 1:54pm.

Jeni shared there is an upcoming CE opportunity, "Plant Your Flag and VA Bootcamp" in partnership with Benchmark Mortgage. This course will be held in Grand Forks, Dickinson, Bismarck, and Burlington.

Jill Beck then shared that scheduling NDAR's mandatory topic caravans is a work in progress, and there is a call next week to finalize. Jill shared that NDAR will have this take place after May 6<sup>th</sup> vote for Daryl's campaign. There will be a caravan for both required topics.

Jeni shared that Nick Olson is NDAR's broker involvement member this year; this committee will work with Nick Olson for a fall broker involvement program.

Jeni shared that NDAR typically makes a recommendation to the NDREC on a required CE topic for licensees, and this committee is in charge of making a recommendation to the BOD on what that

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topic should be. She shared that a recommendation could be made today, or one can be made at the meetings in June. After discussion, the committee suggested these topics: Diversity, Broker Management, Professionalism, Fair Housing, Agency, Risk Management, Marijuana in Real Estate, Contract Law, Crypto Currency, Proper Advertising, Pets vs. Service Animals, and Marketing.

Jeni Grunseth shared that a number of ND members are certified through NAR and through the REC to instruct a CE course on Real Estate Safety, and that these individuals are able to teach it again if any of the local boards would be interested in hosting it again. Jill Lee shared that they are working on setting up the ability to teach it for a fee, specifically herself and Kristin Oban, and rotate through the other nearby states that have no members certified to teach this. Shawn asked about having this as a mandatory class for 2023, and Jill Beck shared that the recommendation from NDAR can be for 3 or 6 hours of mandatory hours. After discussion, no recommendation was made.

Chair Jeni Grunseth shared that NDAR has another \$5,000 grant to use. 200 people have completed the C2EX challenge in ND. Jill Lee said one thing she would like to see is NDAR committees at 100% completion, and there is still C2EX merchandise from convention that could be used to promote the challenge this year. Jill Beck found that there is a new C2EX challenge out – Rock the C2EX challenge. Jill Beck shared that she spoke with Courtney with NAR about other ideas to promote and one idea she suggested was that NDAR could have a convention registration discount for those that have it complete. She reminded members that every 3 years the C2EX training must be completed again.

Angela Cymbaluk joined the meeting at 2:27pm.

Chris Feickert asked if a drawing could be done for those who have already completed it, and then another drawing for a certain number of new ones. Amber suggested a \$1,000 drawing at convention and then the other \$4,000 towards taking registration fees off for convention attendees.

A motion was made to have \$1,000 for grand prize for anyone who completed it to be drawn at convention (must be present to win), the remaining \$4,000 is split to \$100 discount to convention - \$2,000 for those who have already completed and \$2,000 to those that have completed it this year. First come first serve. After discussion of better possible ways to divide the funds, the motion was withdrawn.

A new motion was made to recommend to the BOD that NDAR use the \$5,000 C2EX Grant to hold a \$1,000 drawing at convention (must be present to win) and the remaining \$4,000 to be divided into \$100 gift cards, also to be used in a drawing at convention, for anyone who has completed C2EX from the beginning of the program until September 1, 2022. ND members and registered convention attendees only. **M/S/C**

Jill Lee, Vice Chair of the NAR Professional Development Committee, gave an update. She shared that this year the committee is heavily focused on state GRI recertification. While the committee also launches programs like C2EX, the GRI recertification will be taking up most of the committee's time.

Amber Carlton voiced that next meeting she would like to discuss reaching out to affiliates for gift cards to incentivize members to complete fair housing training, similar to what was done last year.

Shawn Ostlie suggested that for the next meeting, everyone bring a list of required CE recommendations. NDAR will reach out to remind committee members to do this in advance of that meeting.

Being no further business, the meeting adjourned at 2:47pm.

Respectfully submitted: Sarah Caldwell, Communications Director