



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 Committee

June 8, 2022

12:45pm MDT – Rough Rider’s Hotel Conference Room, Medora

Chair Jeni Grunseth called the meeting to order at 12:45pm. Introductions were made and the Professional Development Committee Goals for 2022 were reviewed. Jeni acknowledged that there were not enough committee members present to reach a quorum.

The minutes from February 9, 2022 were reviewed by the committee. Being no quorum, minutes were not approved and will be on the agenda for review at the next committee meeting.

Jill Beck gave an update on the NDAR Education Caravan and shared that NDAR is partnering with High Plains Fair Housing Center to offer a statewide fair housing caravan.

Sarah Caldwell shared reminded the committee that NDAR hosted NAR’s Real Estate Safety course for CE credit throughout the state in 2021 and those instructors are willing to teach the course again at any local boards that might be interested. The approved instructors are Jill Lee, Kristin Oban, Sally Domke, Jasmin Kemp, Ryan Mullikin, and Dustin Bertsch. Sarah also shared that Jill Lee will soon be certified to teach NAR’s At Home With Diversity and has volunteered to teach that.

The committee discussed potential recommended course topics for mandatory classes in 2023.

The committee recommends to the Board of Directors that the required continuing education for 2023 be a 3-hour course on NDREC Administrative Rules Changes and a 3-hour course on Contract Law. The committee made a second recommendation that there be 3 hours of required continuing education for Brokers, on relevant topics. Pending approval, these recommendations will be forwarded to the NDREC for consideration.

Nick Olson gave an update on the NAR Small Broker Committee. He said that 80% of brokers in the country are considered small brokers; it was an underserved population and NAR created the Small Broker Committee to meet that need. June 7 was the first Broker Power Hour held by NAR, which was recorded and will be available to watch. This will be an ongoing webinar program throughout the year.

Nick encouraged committee members to go to broker.realtor for more information and details on the Broker Involvement Program, and competition.realtor for more information on how local brokers foster competition.

Jill Beck pointed out that the motion which went through this committee and the Board of Directors at the February meeting states that members must be present at convention to win the \$100 gift card giveaways. She voiced concern that this would mean members not attending convention would not be motivated to complete the program. The committee agreed that their intent was that members must be present to win the \$1,000 gift card giveaway, but not the \$100 giveaway. The committee recommends to the Board of Directors to consider amending the motion which states the ‘present to win’ requirements for the \$100 gift card giveaways at convention.

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President Shawn Ostlie spoke on the Regional C2EX Competition. This competition is nationwide, region versus region, and Region 8 has decided to make it state versus state within the region as well. He asked that those present push this competition in their local markets to boost participation in C2EX in North Dakota. RVP Bart Miller reminded those present that C2EX counts towards your 3-year COE requirement.

The committee then discussed having DEI training incentives by partnering with business partners/affiliates. Amber Carlton suggested that this year we focus on a push to have members watch NAR's implicit bias video training. The committee agreed that they would like to have business partners/affiliates offer gift cards to be used as prizes in a drawing. Amber Carlton volunteered to reach out to FM Title, Jeni Grunseth will reach out to The Title Team. Amber Carlton shared that she believes there is a way for NDAR to monitor who has completed the video. If there is not a way to monitor this, members will send in email proof of completion to NDAR and NDAR will have a running list to track who has sent theirs in.

Members who watch NAR's Implicit Bias Training Video will be entered to win a gift card from a business partner, drawing to be held at convention.

Sarah Caldwell shared more information about CE courses being offered at the Convention of the Dakotas this fall. NDAR is hosting two educators, Mike Brennan and Bill Dedman, to teach courses called "Negotiation 301," "Deals Gone Bad," and "Lessons from Long Island Divided." "Negotiating 301" will be a Dakota RRC sponsored course, free to RRC members and a \$25 fee if not an RRC member.

The committee then discussed a mentorship program to encourage new members to get involved in the association. They determined that the goal of this mentorship program would be to promote involvement and help new members have someone with experience to lean on. Shawn Ostlie reminded committee members that it may be wise to have this be a 2-years-in-business and 5-years-in-business option available.

RVP Bart Miller inquired about North Dakota having a state or local leadership academy, as South Dakota has these programs in place. Shawn Ostlie voiced that he likes the idea of putting together a taskforce to look into creating this program and the logistics of it.

The committee recommended that a Mentorship Program Task Force be established. Amber Carlton volunteered to chair the Mentorship Program Task Force. Chris Feickert, Kim Semenko, Lenée Bookhardt, and Amber Kraft volunteered to join the task force.

The committee also discussed a desire to schedule executive committee or any committee members visitations of local boards to discuss and spur involvement.

Being no further business, the meeting adjourned at 1:54pm.

Respectfully submitted: Sarah Caldwell, Communications Director