



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

RPAC Fundraising Committee Minutes

Wednesday, February 9, 2022

12:30pm CST – Zoom

Chair Tricia Schlosser called the meeting to order at 12:30pm and welcomed everyone. She recognized that Local Board RPAC Chairs were added to the meeting and she thanked them for their attendance.

The RPAC Fundraising Committee Purpose was reviewed.

A motion was made to approve the minutes from January 27, 2022. **M/S/C**

The 2022 NDAR RPAC Goals that were set at the previous committee meeting were reviewed for any members that may have missed the previous meeting.

Chair Tricia Schlosser then shared that there are high goals this year, and many new agents in the industry that we would like to get involved in RPAC. She then asked for ideas, and the committee brainstormed ideas for 2022 fundraising.

Kevin Fisher shared that in Fargo they are holding a social dinner to honor those members who are major investors from the previous year, and this will hopefully encourage future major investors who would like to be included in the event. Mary Splichal suggested allowing members who were not previously major investors attend the event if they make a major investment, to encourage investments.

Terri Benson-Holmstrom shared that in Bismarck-Mandan they have transitioned their fundraiser to a cocktail hour and that has been a huge success. They hold a live and silent auction; they invite all level of investors, and receive the items from agents and banks/lenders. This year, Bismarck-Mandan has a yearlong tropical theme and for every \$100 that people invest they receive an entry to win a cruise. An NAR grant is being used for the cruise grand prize. She shared that they also have success with holding a phone bank.

Shane Cullen shared that Fargo-Moorhead held their silent auction online, through Click Bid, and kept the items at the board office for pick-up. Nick Olson shared that personal asks – asking 5 people you know to invest – has been a big focus for Fargo-Moorhead this year.

Tricia Schlosser voiced that she thinks having some kind of card that explaining the practical ways RPAC has an impact could make a difference in investments. This card could also be used as a reference for those that need talking points.

Marti Kaiser shared that in order to avoid overlap in asking for investments, once someone makes a call, they will report it to the board office so that they can keep track of who been contacted. Terri Benson-Holmstrom shared that in Bismarck, they split the database into different agencies, and each committee member takes a different share of agencies.

Jill Beck said that there was not anyone from Dickinson on the call, but with new members they always ask for the minimum of \$30 or \$50 at their first closing and explain the importance of RPAC when it happens. Jill also shared it is an election year and it is important to remember that having the money in earlier in the years means they can determine how much money they can use for the candidates. State candidate interviews are in July at the state fair. She also encouraged committee members to look to commercial members, business partners, and appraisers – those that are under asked.

Tricia asked for Minot and Jamestown. Blake Krabseth shared that in Minot they are doing a mystery dinner theater in March and a cornhole event over the summer. There is also a drawing to give \$1,000 cash away in August. Lori Nantt shared that in Badlands they split their offices up to make sure everyone is spoken to about RPAC. Nancy Deichert asked if the mystery dinner theater was a REALTOR® only event. Beth Mayer shared that whoever bought the table at the event was free to invite whoever they wanted to that table. Cindy Harvey shared that she as a major investor liked buying a table for the event and being able to give back to her office by inviting her agents.

Kevin Fisher asked about RPAC and Issues Investments coming in with dues billing. Nancy Deichert said dues billing is down for them in Bismarck-Mandan, and they want to save that money for events. Scot Nething said that Jamestown has an 80-90% return. Marti said in Fargo-Moorhead, approximately less than half of the brokerages do dues billing. Nancy shared because it has to be voluntary, they have the option to not pay it.

The committee members sitting on NAR committees then gave updates. Kevin Fisher had no updates from the NAR Major Investor Council.

Karin Haskell, RPAC Participation Council, shared that NAR is holding a pet contest. Applications close February 16, and require a \$1,000 contribution to enter your pet. Any REALTOR® can vote for their favorite pet with a \$100 investment, ending March 25. A final voting period ends April 30, and requires a \$15 investment. Karin then shared that she would like to have a social event at the Convention of the Dakotas this year to get the major investors together.

Mary Splichal, REALTOR® Party Member Involvement Committee, then shared that her idea for the Convention of the Dakotas is that on Sunday prior to convention there be an event to target major investors and potential new major investors. Ideally, it would be an event on the Missouri River and possibly involve boats on the water. She shared that she has a stipend through NAR that can be used to purchase gifts that incentivize members to invest.

Being no further business, the meeting was adjourned at 1:35pm.

Respectfully submitted: Sarah Caldwell, Communications Director