



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 Minutes

Wednesday, February 20, 2024

3:00 pm CT – Marriott Courtyard North, Bismarck, ND

Chair Vicky Matson called the meeting to order at 3:00 pm. She welcomed everyone and introductions were made.

The committee's purpose was reviewed: To develop, schedule, and plan all educational activities of the Association while promoting DEI, Fair Housing, C2EX, and member benefits.

A motion was made to approve the minutes from June 13, 2023. **M/S/C**

The committee then reviewed the goals from the planning retreat, which include:

1. Create a task force to enhance professionalism and continuing education in the industry.
2. Develop 3-hour CE classes with 1-hour time blocks dedicated to different topics.

Nick Olson asked Jeanne Prom about the possibility of NDREC lowering the 2-hour CE course minimum length. Jeanne suggested that NDAR put a request in to the commission with that change if interested.

The committee then discussed NDAR's proposed L.E.A.D. Mentorship Program. Concerns were raised about the name being similar to NAR's L.E.A.D. Program, and staff agreed to check with NAR in order to ensure it was not an issue. After discussion, a motion was made to approve the program as presented.

M/S/C

Chair Vicky Matson then reminded attendees of the requirements of NAR membership, which detail that NAR members must complete Code of Ethics training and Fair Housing training every three years as a condition of membership. The next three-year cycle begins in 2025.

Vicky then also reminded attendees of the 2024 Mandatory CE Topics, which include 3 hours on "Contract Law with a Focus on Purchase/Purchase Agreements" for Salespersons and 3 hours in "Broker Responsibility with a Focus on Earnest Money, NDREC-Required Office Policies, and Advertising" for Brokers/Broker Associates.

The committee then discussed the 2025 Mandatory CE Topics. Jill Beck shared that NDREC has already set a 2025 mandatory CE topic for all licensees called "Vacant Property and Other Scams." After discussion, a motion was made to recommend to the Board of Directors that the 2025 mandatory topic for all licensees be "Diversity, Equity, and Inclusion," in addition to the already approved mandatory topic of "Vacant Land and Other Scams." **M/S/C**

The committee then shared updates on their local board's use of the C2EX Grant. Bismarck-Mandan shared that they had 16 members recertify their C2EX as a result of a gift card giveaway they hosted. Other boards shared that they hosted similar giveaways, but did not have specific numbers available to share.

The committee then discussed planning the 2024 NDAR Broker Summit. After discussion, a motion was made to create a Broker Summit Task Force. **M/S/C**

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The Broker Summit Task Force will be chaired by Jamie McLean and will include Maureen Bartelt and Desri Neether as members.

Sarah Caldwell then shared that NDAR has a variety of in-person CE offerings in 2024 and directed attendees to the details in their packets surrounding the Statewide Caravan, REALTOR® Convention of the Dakotas Education, and October Education.

Jeanne Prom then shared that in the NDREC's CE audit for 2023, they saw 100% completion and she congratulated attendees for passing with flying colors.

The committee then discussed the need to address goal #1 from the planning retreat. As a result, a motion was made to establish a Professionalism Task Force. **M/S/C**

The Professionalism Task Force will be chaired by Monica Kirkeide and will include Desri Neether and Amanda Ceynar as members.

Being no further business, the meeting adjourned at 4:16 pm.

Respectfully submitted: Sarah Caldwell, Communications Director