

the REALTOR® Report



News for you from the ND Association of REALTORS®
March 22, 2021

That's Who We R 2021 Campaign is Live

Five new TV commercials began airing this year. They're part of a fully integrated media mix, including new radio and digital audio, social media messaging, content partnerships, and of course, turnkey campaign logos and assets exclusively for use by the REALTOR® family. Go to [this link](#) to view all five commercials and to download campaign materials that you can use in your own markets. For easier sharing and personalization on social media platforms, download [NAR's Photofy app](#) and tap into a library of campaign imagery.

NAR Code of Ethics Tool – Do You Need Code of Ethics This Year?

NAR has launched a new tool that allows members to check their training status, choose their preferred Code of Ethics training format (online or in person), and go directly to the training options available to them. The Code of Ethics Training Selection tool is available at [this website](#).

The Code of Ethics training is a triennial requirement – each member must take an approved course every **three** years. *The current triennial cycle is January 1, 2019 to December 31, 2021.*

ND REALTORS® Good Citizen 101

It is hard to believe that North Dakota only has one month left of the 67th Legislative Session! With the COVID-19 pandemic and resulting precautions, there have been many changes to the way the assembly operates.

In order to best assist our NDAR members across the state, we have put together a helpful guide of how-tos. This information will help you, the citizen, to navigate the various challenges of this session and ensure that you are able to make an impact in North Dakota's politics. NDAR also has bill tracking for bills that are specific to the real estate industry. To access the NDAR bill tracking, [go here](#).

Right Tools, Right Now! Now's the Time for Innovation

Created to support REALTORS® through difficult times, Right Tools, Right Now is now a permanent program! Each month, NAR will offer savings on select tools, products, and resources most beneficial for you and your business, and offer them for free or at a discounted price.

Check in with Right Tools, Right Now each month to get your hands on the most helpful resources carefully vetted just for REALTORS® and REALTOR® Associations.

Now's the time! Don't miss [this month's featured offers](#).

The NAR Committee Selection Process Open!

The Committee Selection Process went live, **Tuesday, March 2**. Submit your NAR Committee application(s) in order to be considered for a committee leadership or member position. You are encouraged to submit multiple applications (up to five) in order to be considered for all committees you have an interest in serving on; however, members will only receive one appointment, per current policy.

The process will close May 7, 2021. Click [here to view the timeline for the 2022 committee selection process](#).

Tour the Retooled RPR® with Charlie Oppler

[Check out this quick video](#), in which NAR President Charlie Oppler covers the highlights of the “refreshed” Realtors Property Resource®.

You Could Win a Good Neighbor Award!

Are you a REALTOR® who makes an impact in our communities here in North Dakota, or do you know someone who does? We encourage you to submit an application for a Good Neighbor Award! Go to the [Good Neighbor Awards website](#) to learn more, and make sure to submit your application before the May 7th deadline.

Beth Z’s Year of Tech

NDAR is partnering with Beth Ziesenis - Your Nerdy Best Friend and renowned author/speaker - to bring you free access to some of Beth’s best online sessions. NDAR members can go [here](#) and enter the password “nerdybff” to access this month’s session, “Questions for a Pandemic World.” Beth will be sharing 6 sessions with us this year, but each one will only be available for a limited time so make sure to go in and watch soon! Beth’s content is also available on the members only portion of NDAR’s website.

2021 Convention of the Dakotas

The 2021 REALTOR® Convention of the Dakotas, a one-of-a-kind experience that brings together the most talented and driven professionals in the industry. This year, the convention will be held in Pierre, SD, on September 15-17. Go to [this website](#) to learn more.

Brian Buffini Training for Brokers

Through March 31, brokers can save \$100 on turnkey mentor certification for Buffini & Company’s [100 Days to Greatness®](#) program. Once certified, brokers will be able to provide their agents with step-by-step training to help them generate leads, manage their time, and close sales.

M1 – Field of Business Editing for Commercial REALTORS®

NAR’s digital team has put together some helpful instructions for Commercial REALTORS® who are interested in adding a “Field of Business” to your record. Take a look through [this presentation](#) that the team put together for some helpful instructions!

Year-Round Safety Resources

Want to help yourself avoid risky situations that could mean the difference between life and death? Visit the [REALTOR® Safety Program](#) year round for tools, tips, and resources to keep yourself safe on the job.

The goal of the REALTOR® Safety Program is to reduce the number of safety incidents that occur in the industry, so every REALTOR® comes home safely to his or her family every night. We will accomplish this goal together with our members by improving the Safety Culture in the industry: Talk about safety; create a safety plan and follow it; and encourage your fellow REALTORS® to do the same.

Fairhaven: A Fair Housing Simulation is Live

Fairhaven: A Fair Housing Simulation is an interactive online simulation where learners confront discrimination in real estate from the point of view of both agent and client. This simulation is made available at no cost.

In the fictional town of Fairhaven, agents work against the clock to sell homes, confronting different scenarios where discrimination gets in the way. Learners make choices about how to handle each scenario and receive feedback they can apply to their daily business interactions. In an innovative approach, the course also places agents in the role of a client experiencing discrimination. The client point-of-view scenarios are paired with powerful testimonials illustrating the impact of housing discrimination in real people's lives.

NAR members can navigate to the [Fairhaven Simulation](#) and log in using their NAR single sign-on credentials to launch the platform. The training takes 60-100 minutes to complete, depending upon the learner's performance.