

# ND REALTOR®

December 2021

Winter Issue

## ND REALTOR® of the Year Award

At the September REALTOR® Convention of the Dakotas, Jill Lee, Realty ONE Group Caliber, Williston, ND received the coveted State REALTOR® of the Year Award. This award is the highest honor that the State Association of REALTORS® can give to its members. The selection criteria is judged by the REALTORS® activities on the local, state and national level, on the amount of volunteer activities in their communities, personal business accomplishments and a high professional REALTOR® standard. She was chosen from among 6 other candidates nominated by their local Board of REALTORS®.

Lee, who has been a licensed REALTOR® since 2012 and obtained her Brokers License in 2015 and has now opened her own office in October of 2020. She is a member of the Williston Board of REALTORS® (WBOR). She has been actively involved with her local board, the North Dakota Association of REALTORS®, and the National Association of REALTORS®. Jill served as President for NDAR in 2020 and has also been President of the Williston Board of REALTORS® and has served and



**Jill Lee**  
Williston

**2021 State REALTOR® of the Year**

chaired many committees for both organizations. On the national level Jill was recently appointed by 2022 NAR Vice President Kenny Parcell as NAR Vice Chair of Professional Development for 2022 and is currently serving as an NAR C2EX Ambassador for ND.

Jill is active in the local and state communities of North Dakota. She is a Sterling R Major Investor for the REALTORS® Political Action Committee (RPAC). RPAC works to collect political contributions and provides assistance to candidates who support issues important to the real estate profession. Her entrepreneurial spirit, positive attitude, and strong work ethic continue to positively impact her home state of North Dakota. Her involvement and participation in the activities and organizations above encompass the REALTOR® Spirit.

The North Dakota Association of REALTORS® consists of approximately 2,150 REALTORS® and 260 Business Partner Members with seven local boards throughout the State of North Dakota. These local boards and State Association are part of the National Association of REALTORS®, “The Voice for Real Estate” and America’s largest trade association, representing one million members involved in all aspects of the residential and commercial real estate industries.



**Mike Schwab**  
Badlands



**Tricia Schlosser**  
Bismarck Mandan



**Amber Carlton**  
Fargo Moorhead



**Russel Crary**  
Grand Forks



**Jessica Clemens**  
Jamestown



**Amber Kraft**  
Minot

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# President's Message



Mary Shelkey Miller  
2021 NDAR President

I can't believe my year as NDAR President is coming to an end already!

I have enjoyed serving all of you this past year.

Some of our accomplishments this year were:

With the use of Zoom (which I know many are sick of) We were able to have quick meetings regarding the purchase of the new office building for NDAR that they share with BMBOR, our state meetings offered the zoom option for those who couldn't make it in person, we were able to still have our education classes by hybrid, and BECAUSE of zoom, attendance was higher than it would have been if everyone was forced to travel, and we offered the ND/SD Convention education by zoom for those who couldn't travel as well, and so much more!

Embrace the changes that were implemented in a difficult time as I feel it took our association another step forward!

Something else we accomplished this year was FINALLY getting a Health Plan put in place for our members! I want to thank all those who worked on this task force/work group, as without them this would not have been possible. This group was created in 2020 and continued their work into 2021. You can now log on to the website to get a quote on a Health Coverage plan for you and your family. Some of the requirements are that you must be an active NDAR member, have a NRDS/M1 number, be an independent contractor WITH an EIN number, and under the age of 65.

Visit the official ND REALTORS® Health Benefits Center website, and get started today. This will bring you to a page that has a quick, easy process to learn more and get a quote.

We are also continuing to work on Statewide Forms which will continue into 2022.

NDAR started a task force/work group to work on getting information on our members talents and previous work experience in the hopes of knowing who to contact for different projects or tasks.

There were many other tasks we worked on as well, but this just gives you an idea of how our association has learned to pivot in difficult times and to continue to move our association forward, no matter what challenges were brought before us.

Keep doing what you're doing, and you will continue to be successful in your career and THANK YOU again for allowing me to be your President in 2021!

Wishing you ALL a very successful 2022!



## North Dakota Association of REALTORS®

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## 2022 Officers

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**Director at Large:**  
Cindy Harvey

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## 2022 NDAR Leadership Team!

**President Shawn Ostlie, Vice President Kevin Fisher,  
President Elect Nick Olson, Director at Large Cindy  
Harvey, and Past President Mary Shelkey Miller**



## 2022 Officers Elected

Congratulations to the 2022 NDAR officers elected during the General Membership/Board of Directors meeting held at the 2021 Convention of the Dakotas in Pierre, SD.

**Shawn Ostlie, Fargo Moorhead - President  
Kevin Fisher, Fargo Moorhead - President-Elect  
Nick Olson, Fargo Moorhead - Vice President  
Also appointed as the NDAR Director at Large by  
2022 NDAR President Shawn Ostlie is  
Cindy Harvey, Minot**



The ND REALTORS® Health Benefits Center is the only health benefits solution endorsed by ND REALTORS®, providing independent contractors and sole business owners an opportunity to take control of and save on healthcare expenses for themselves and their dependents. It will be worth checking to see if you can save versus traditional ACA Exchange or private insurance market plans.

Visit the official ND REALTORS® Health Benefits Center website, and get started today. This will bring you to a page that has a quick, easy process to learn more and get a quote.

Home - NDRE Health Benefits (decisely.com)

To apply and ultimately establish your plan, you must be an Independent Contractor, Business Owner, or Sole Proprietor with a federal Tax ID (easy to register for one through the IRS website); complete a short health questionnaire and be accepted; and be an active member of ND REALTORS® (please note that you must have a RE license). A federal tax ID can be from an LLC, S-corp, or other sole prop structure. You can see your rates instantly and qualifying is a quick process.

We hope you are as excited about this as we are!

## Code of Ethics Deadline December 31st – Are you in Compliance?

The Code of Ethics training is required by the National Association of REALTORS® and is a requirement to maintain membership in the local board of REALTORS®, the ND Association of REALTORS® and the National Association of REALTORS®. The Code of Ethics training is a three-year cycle and each REALTOR® member must take an approved course every three years.

The current triennial cycle is January 1, 2019 to December 31, 2021. If you are unsure if you have met this requirement please contact your local board office, or visit the NDAR Education page to view/click a link connecting you to the NAR tool to look up your Code of Ethics completion status. [www.ndrealtors.com/education](http://www.ndrealtors.com/education)

NOTE: If you have all of your CE credits done for the year but still need Code of Ethics – you can take the NAR **FREE** class to just fulfill the requirement with no credits earned. <https://learninglibrary.com/COE/A/HOME?affiliateld=10868>



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# Chips From The Board

## Bismarck-Mandan BOARD OF REALTORS®

RPAC – A pre-auction phone bank gleaned several thousand dollars and earned the investors credits for auction held at the Inaugural Celebration and Awards Ceremony.

Building – While we’re mostly settled in the new building, there are (and probably always will be) projects to be done. The good news is that we have a tenant for the vacant space. They’ll move in early December.

Inaugural Celebration and Awards Ceremony – A festive ‘Bubbles and Bow Ties’ theme featured champagne oriented décor and bottles of bubbly on the tables. Daryl Braham installed new officers and directors: Jeff White, President; Heidi Hilzendeger, President-Elect; Mary Ohlhauser, Vice President; and directors Jason Schmidt, Chris Morris, and Brenda Foster. Distinguished Service Awards went to Jamie McLean, Darren Schmidt, and Tricia Schlosser. Tanya Long received the Affiliate of the Year Award and Heidi Hilzendeger was recognized as REALTOR® of the Year.

RPAC Auction – With pandemic related delays in planning for a live RPAC Auction, the decision was made to hold it in conjunction with the Inaugural Celebration. A silent auction and live auction were part of the program. Over \$10,000 was gained in RPAC investments as a result. A couple of new major investors joined the ranks and we gained other new RPAC investors as well. NDAR President-Elect Shawn Ostlie recognized BMBOR’s major investors and the new inductees to the NDAR RPAC Hall of Fame.

Students in Transition – A wildly successful campaign to support students in our school systems provided \$23,000 – more than two times the goal - to Bismarck and Mandan schools. Members’ financial donations are used to provide support to students who



might need basic hygiene products, college application fees, proper shoes for phy ed classes, and more of those things most of us take for granted.

Great North MLS – Details, details, details – finding consensus on data fields, property types, budget, billing, showing services, transaction management program, tax data access, training on GN rules and the new data base, and more. We are set to launch in February.

Nancy Deichert,  
Association Executive

Fargo-Moorhead Area  
ASSOCIATION OF REALTORS®

Installation of Officers was held at our November 9th Connections Luncheon. Shawn Ostlie, NDAR President Elect, served as the Installing Officer. Congratulations to our recently installed Officers and Directors and thank you to Jason Carrier for filling the remaining term of a director vacancy.

- Shane Cullen – FM REALTORS® President
- Amber Carlton – FM REALTORS® President Elect
- Maureen Bartelt – FM REALTORS® Vice President
- Marc Hedlund and Arlin Fisher – FM REALTORS® Directors

A special thank you to our 2020 and 2021 Board of Directors and Committee Leadership for your service. Our leadership all agreed to add an additional year to their term to provide stability and continuity during the pandemic. Thank you to Past President Nick Olson for his leadership and guidance.

Our members have been busy giving back! The Outreach Committee recently held a very successful winter clothing drive to benefit West Fargo Public Schools. Our members, business partners, friends and family will be ringing the bell for Salvation Army on FM REALTORS® Ring Day, December 3, 2021.

Since 2021 Virtual Auction was so successful, we’re going virtual again January 4th – 11th, 2022. The Outreach Committee is busy collecting donations for the auction. This event kicks off the fundraising year as all money raised will benefit Issues Mobilization.

The FM REALTORS® Annual Party will be held January 11th at the Holiday Inn featuring entertainment by Deuces Wild (dueling pianos). We are looking forward to a fun night of socializing and getting back together.

Our 100 Year Party was rescheduled to April 12th, 2022, so it will actually be 101 years by the time we celebrate. Members of the Planning Committee have been meeting with and recording

past Presidents to present a video at the event. It has been fun visiting with so many that have contributed to the success of our organization. For more information on this and any of our other events, check out our [fmrealtor.com](http://fmrealtor.com).

Year-to-date our market has slowed some but continues to be strong. We are down 7% in New Listings, down 1% in Number Under Contract, up 3% in Number Sold and up 10% in Average Sale Price.

Marti Kaiser,  
*Association Executive*



## Grand Forks Area Association of REALTORS®

We held our Stars event at Lincoln Park and announced the REALTOR®, Rookie, and Affiliate of the Year awards. Congratulations to the following winners.

REALTOR® of the year - Russel Crary - Crary Real Estate.

Rookie of the Year - Ashley Cota - Coldwell Banker.

Affiliate of the Year - Brent Vik - Farmers Union Insurance.

Our annual meeting in October was busy with the election of officers for the 2022 BOD and a live auction with the proceeds going towards RPAC. We exceeded our 2021 RPAC goal with the help of the money raised at the auction.



We held our affiliate appreciation event in November at the Grand Forks Ground Round. We have amazing affiliates and cannot thank them enough for all their help and support.



We also installed our 2022 BOD officers at the November event with 2022 NDAR President Elect Kevin Fisher serving as the installing officer. Congratulations to the 2022 BOD:

- Kim Efta (President),
- Chris Greenberg (President Elect),
- Kerry Strom (Vice President),
- Ryan Bohn (Treasurer),
- Shelly Overbo (Secretary),
- Jessica Rice & Jon Broden (1yr Directors),
- Eric Muus (2yr Director),
- RuthAnn Halvorson (MAR Director)
- Russel Crary (Past President).

We would like to give a huge thank you to Phil Vanyo for everything he has done. Phil has been on the BOD for the last several years and decided not to run. Hopefully we can talk Phil into running again, soon.

Our new website is up and running. Thanks to the Technology Committee and Onsharp Inc. who did a fabulous job in building our website. Check it out at [www.gfaar.realestate](http://www.gfaar.realestate)

We are participating in our annual Adopt a Family Program through GF County Social Services. The agents and affiliates buy Christmas gifts for families in need. The families provide us with a wish list of items and the agents and affiliates never disappoint in their generous giving.

We also participate in the Listen Center's Christmas Tree Program. Where area businesses decorate Christmas trees which are then donated to needy families in the area.



Mike Thompson,  
*Association Executive*

## Jamestown BOARD OF REALTORS®

Since our last report our board jointly sponsored, with NDAR, the Personal Safety class, "Putting REALTOR® Safety First – Safety Strategies for the modern REALTOR®". We had very strong attendance providing our members access to great safety training.

In October we installed our new Board of Directors who will start their official duties on the 1st of December. President – Sally Domke, Secretary – Crystal Lytle, Directors – Jeremy Wiebe, Jessica Clemens, and Past President – Loni Trapp.

In support of our local community, we conducted a campaign to help our local safe shelter. Items needed by the shelter were collected and donated to them in support of their mission. We also continue our commitment to the Meals on Wheels program by coordinating volunteers weekly to deliver meals.

Our next event will be our annual Winter Event/Christmas Party. This includes an auction that provides funds to several local programs and some RPAC funding.

Additionally, committees have been very active. We continue working on promoting Code of Ethics training, education, membership involvement activities and supporting community events.

Scot Nething,  
*Association Executive*

**Minot  
BOARD OF REALTORS®**

Welcome to winter! 2021 continues on its way to the all-time high number of home sales in Minot, with more homes sold January through October than all of 2020.

In September, we hosted a Murder-Mystery to benefit RPAC. It was a fun time that we hope to continue for years to come.

In November, we had the swearing in of 2022 Officers and Directors—Amber Kraft, President; Kerri Zabloutney, President-Elect; Ryan Turnage, Secretary; Todd Fettig, Bonnie Domsteeen and Alecia Berg, Directors.

As we bring the year to a close, we have a busy month. Last week was Ring Day with over 100 volunteer hours contributed by MBOR agents and business partners. Our next event is the Holiday Gala where money raised will be given to Project BEE, the Men’s Refuge and Northern Plains Children’s Advocacy center. It will be a great evening!

Beth Mayer  
*Association Executive*



**Williston  
BOARD OF REALTORS®**

Happy Holiday and Merry Christmas!

The Williston Board of REALTORS® is ending the 2021 year with great excitement and anticipation for what the next year will bring! We recently inducted our new 2022 Board of Directors. Congratulations to the 2022 Williston Board of Directors: Alex Gilbertson (President), Kim Semenko (Vice President), Angela Cymbaluk (Secretary/Treasurer), Gabriel Black (Director), and JoAnn Callahan (Past President).

We had a successful Realtor Ring Day on December 3, 2021. We had Realtors ringing the bell at Cash Wise and Home of Economy this year. We were able to have it right before the snow storm hit!

Next up we are celebrating the Holidays with our Christmas Party on December 13th. We have about 70 signed up to attend so far. We look forward to a night filled with good food, laughter, and great fun!

We hope everyone has a great end to 2021 and a successful start to 2022!

Kylie Simonsen,  
*Association Executive*



# 10 Tips for Holding a Safe Open House

Open houses can be a great sales tool—but hosting one also exposes you to numerous unfamiliar people for the first time. Take these steps to stay safe:

- If possible, always try to have at least one other person working with you at the open house.
- Check your cell phone's strength and signal prior to the open house. Have emergency numbers programmed on speed dial.
- Upon entering a house for the first time, check all rooms and determine several "escape" routes. Make sure all deadbolt locks are unlocked to facilitate a faster escape.
- Make sure that if you were to escape by the back door, you could escape from the backyard. Frequently, high fences surround yards that contain swimming pools or hot tubs.
- Have all open house visitors sign in. Ask for full name, address, phone number and email.
- When showing the house, always walk behind the prospect. Direct them; don't lead them. Say, for example, "The kitchen is on your left," and gesture for them to go ahead of you.

- Avoid attics, basements, and getting trapped in small rooms.
- Notify someone in your office, your answering service, a friend or a relative that you will be calling in every hour on the hour. And if you don't call, they are to call you.
- Inform a neighbor that you will be showing the house and ask if he or she would keep an eye and ear open for anything out of the ordinary.
- Don't assume that everyone has left the premises at the end of an open house. Check all of the rooms and the backyard prior to locking the doors. Be prepared to defend yourself, if necessary.

(Sources: Washington Real Estate Safety Council; City of Mesa, Arizona; Nevada County Board of REALTORS®; Georgia Real Estate Commission)

Visit NAR's REALTOR® Safety website at [www.nar.realtor/Safety](http://www.nar.realtor/Safety)



*Spare Key*

*Since 1997 Spare Key has been helping families in Minnesota, North Dakota, South Dakota and Wisconsin "Bounce and not Break" with a mortgage or rental grant on their behalf while their critically ill or seriously injured child recovers in the hospital.*

This year's REALTOR® Convention of the Dakotas again set the mark for generosity as hundreds of REALTORS® from North Dakota Association of REALTORS and South Dakota Association of REALTORS® donated over \$16,000 to Spare Key!



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# 2021 Convention of the Dakotas Held in September – Pierre, SD



## Board of Directors and Annual Membership Meetings:

At the September BOD Meeting, Life Memberships for Ann Trom, Bismarck Mandan; Charles Huber, Bismarck Mandan; Mike Nelson, Bismarck Mandan; Owen Halvorson, Bismarck Mandan; Patrick Maddock, Bismarck Mandan; Wilhelmine Jacobson, Fargo Moorhead; and Dewey Uhlir, Fargo Moorhead were all approved.

President Mary welcomed Len Sarvela, RVP, early to speak and give NAR updates. Len shared that there is an overall positive outlook in the housing market, but warned that mortgages rates are expected to increase. He emphasized that NAR opposes any changes to 1031 like-kind exchanges and is doubling down on explaining the importance to policy makers. He encouraged members to contribute to the RRF's 20th year anniversary campaign online. Len asked the BOD to educate members on housing discrimination and encouraged them to participate in programs like Fairhaven.

*\*Adopted the proposed 2022 budget.*

## Election of 2022 Officers and Installation:

President – Shawn Ostlie, Archer Real Estate, Fargo; President Elect – Kevin Fisher, Park Co., REALTORS®, Fargo; Vice President – Nick Olson, Coldwell Banker Element Realty, Fargo; and Director at Large – Cindy Harvey, RE/MAX Bakken Realty, Minot.

## State REALTOR® of the Year:

Jill Lee, Realty ONE Group Caliber, Williston



**Shirley Dukart**  
  
Real Estate Professionals

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## Dakotas RRC Officers 2022:

President, – Kim Efta, RE/MAX Grand, Grand Forks, ND; Finance Leader/Vice President - Angie Uttecht, Ace Realty, LLC, Huron, SD; Membership Leader – Brenda Foster, Bianco Realty, Bismarck, ND and Education Leader – Michelle Maloney, Maloney Real Estate, Vermillion, SD; Immediate Past Chair – Gayle Chapel, Century 21 Krogman & Co., Brookings, SD.

## 2021 Dakotas CRS of the Year Award: Kim Efta, RE/MAX Grand, Grand Forks, ND.

**Omega Tau Rho Awards:** For being awarded the 2020 REALTOR® of the Year, Jameson McLean, Integra Realty, Bismarck and the 2021 NDAR President – Mary Shelkey Miller, Hometown Realty, Bismarck.

Congratulations to All!!!

A big Thank You to the Central South Dakota Board of Realtors® for the great education and entertainment. The 2022 Convention will be held in Bismarck, ND.

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# The 2021 REALTORS® Conference & Expo

The 2021 REALTORS® Conference & Expo was held in sunny San Diego this year! REALTORS® from across the country gathered from November 12-15 at the largest annual event for real estate professionals, and had the opportunity to attend education sessions, networking events, and see expert speakers.

A group of about 25 REALTORS® and staff members from North Dakota flew out for the conference - including North Dakota's very own Eligible Candidate for 2023 NAR First Vice President, Fargo-Moorhead member Daryl Braham. Our conference attendees from North Dakota were able to take part in specialized education programming throughout the weekend, join in committee meetings, and attend the industry's largest trade show, with over 250 exhibitors.

On Saturday, members from across the country attended the NAR Eligible Candidate Forum to hear Daryl answer questions about important issues facing the industry, and share why he is the right leader at the right time.

One highlight of the conference included NDAR receiving recognition for winning the 2021 C2EX Challenge by having the highest number of participation points in the Small Association category! This is the second year in a row that NDAR has won this national challenge, and by doing so earned a \$5,000 grant to further its promotion of the program.

This conference offered a valuable growth opportunity for all attendees, and we encourage you to join us in attending the 2022 REALTORS® Conference & Expo next year in Orlando, FL!



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# NORTH DAKOTA REALTOR®



# RING DAY

## SUCCESS ACROSS THE STATE



Every holiday season, many state and local associations participate in Salvation Army Ring Days. This is a great way for REALTORS® across the nation to come together in support of a cause near and dear to their hearts: housing. This day in our state, North Dakota REALTORS® Ring Day, is a day when REALTORS® around the country unite to volunteer at as many Salvation Army red kettles as possible in their local communities.

This year, thousands of REALTORS® rang bells at red kettles in their communities on Friday, December 3. Since 2010, more than 30 other states have joined in this cause! The best part about this event is that the dollars raised at each kettle stay in their local communities.

- The Salvation Army operates hundreds of housing facilities that provide everything from one night of shelter to a permanent home. Every night, The Salvation Army houses more than 27,000 people across America.
- In addition to providing housing, The Salvation Army offers rent and mortgage assistance for families facing foreclosures.



# Omega Tau Rho

Since its creation in 1950, the honorary fraternity Omega Tau Rho, represented by the Medallion of Service, is awarded by the State Associations in recognition of a member's various leadership skills. The Medallion of Service is awarded as a token of the high esteem in which inductees are held by their fellow Realtors® and symbolizes the recognition and appreciation accorded to them for their contributions to the National Association of Realtors® and its affiliated Institutes, Societies and Councils.

Medallions are awarded to those who have honorably completed their term of office as:

1. An officer or director of the National Association of Realtors® including members of the Executive Committee; or
2. An elected officer of any Institute, Society or Council, or a governor or director thereof; or

3. A president of a State Association.

Also eligible are staff members of the National Association of Realtors® with 10 years of service, except the Executive Vice President, Senior Vice Presidents, Comptroller and General Counsel who are eligible after 1 year. Membership was also opened to State Realtors® of the Year, Realtor® Emeriti of the National Association, and to Executive Officers of local boards and State Associations with 10 years of service.

Once a medallion is awarded, the recipient is a member for life and cannot receive the award again. This award is truly an honor as it marks exemplary dedication and service by Realtor® members to their organization.

The 2021 Omega Tau Rho recipients are:



**Jamie McLean**  
**2020 State REALTOR® of the Year**  
Integra Realty Group,  
Bismarck Mandan



**Mary Shelkey Miller**  
**NDAR 2021 State President**  
Hometown Realty,  
Bismarck Mandan



North Dakota Association of REALTORS®

# Calendar of Events

Updated 12/10/21

## 2022

<b>Jan 13</b>	NDREC Mtg.,	Bismarck, ND
<b>Feb 9-10</b>	NDAR BOD & Committee Mtgs.,	Grand Forks, ND
<b>March 10</b>	NDREC Mtg.,	Bismarck, ND
<b>March 11-14</b>	AE Institute,	Atlanta, GA
<b>May 1-6</b>	NAR Legislative Meetings,	National Harbor, Maryland
<b>June 8-9</b>	NDAR BOD & Committee Mtgs.,	Medora, ND
<b>June 9</b>	NDREC Mtg.,	Medora, ND
<b>Oct 19-20</b>	NDAR BOD & Committee Mtgs.,	Minot, ND
<b>November 11-14</b>	NAR Convention,	Orlando, FL
<b>Dec 2</b>	ND REALTOR® Ring Day,	Statewide

## Education Updates for 2022

Licenses need a minimum of 9 hours of approved continuing education hours each renewal period. New licensees (as well as those coming out of escrow) have different requirements and should check with the ND Real Estate Commission if additional information is needed.

*For 2022 six of these hours must be in the mandatory topics of Respect, Ethics & Professionalism (3 hours) AND Fair Housing (3 hours). Classes meeting mandatory criteria will have a CE approval course number with MAN in it.*

Note: CE hours must be taken between November 16, 2021 and November 15, 2022 to renew your license for 2023.

Visit the NDAR Education Page for all 2022 Education FAQ's [www.ndrealtors.com/education](http://www.ndrealtors.com/education)

Visit the North Dakota Real Estate Commission Website for Information:

[www.realestatend.org](http://www.realestatend.org)



# CENTURY 21

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December 7, 2021

News for NDAR newsletter from NDREC and posted on NDREC website

# News from the N.D. Real Estate Commission -- Continuing Education (CE) for current CE cycle

Completing continuing education during a current CE cycle allows N.D. licensees to renew with an active license for the next calendar year. The CE information in this news article applies to the current CE cycle of Nov. 16, 2021 through Nov. 15, 2022 and the license renewals that will start next fall for calendar year 2023.

## 2 mandatory topics and courses on both topics must be taken

The N.D. Real Estate Commission (NDREC) has set 2 mandatory topics for continuing education (CE), to be taken now through Nov. 15, 2022, the current CE cycle.

The required topics and hours are:

- ◆ Respect, ethics and professionalism – 3 hours total and also
- ◆ Fair housing – 3 hours total

N.D. licensees must complete:

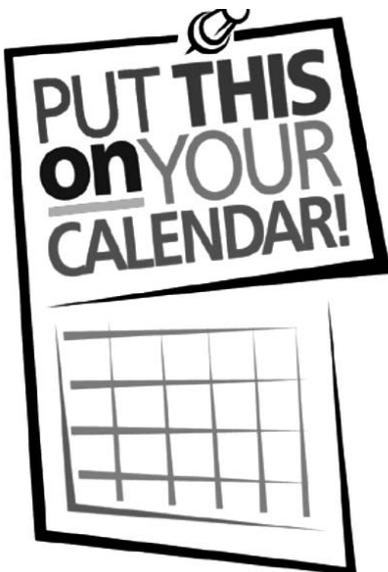
- ◆ 3 hours each on both mandatory topics, which will total 6 hours, plus
- ◆ an additional 3 CE hours total on an elective topic or topics.

Altogether, 9 hours of continuing education as described above must be completed during the current CE cycle (Nov. 16, 2021 through Nov. 15, 2022).

Licensees should take courses approved by the N.D. Real Estate Commission. NDREC posts all approved mandatory and elective classroom and online courses on its website, [www.realestatend.org](http://www.realestatend.org). Non-resident licensees must meet CE requirements in their state.

N.D. licensees who are not required to take 9 hours of CE in current CE cycle

- ◆ Salespersons who completed the prerequisite 90 hours of course of study to obtain a license are exempt from the CE requirement for their first license renewal.
- ◆ Salespersons who are completing or have completed 15 hours in post-licensure CE in this CE cycle, because they completed the 45-hour pre-licensure course when it was still offered.
- ◆ A broker who successfully completes the broker licensing exam during this CE cycle.
- ◆ Any licensee who plans to have an inactive license in calendar year 2023, whether the licensee is active or inactive now.
- ◆ Any licensee who has been licensed continuously for 15 years on Jan. 1, 1984. Very few licensees meet this exemption, which requires ongoing licensure since at least 1969.



## Save These Dates! 2022 NDAR Meetings

### NDAR Board of Directors & Committee Meetings:

Grand Forks, ND – Canad Inn – February 9-10

Medora, ND - Rough Rider Hotel - June 8-9

Minot, ND – Clarion Hotel &  
Convention Ctr. - October 19-20

# SAVE THE DATE

2022 REALTOR® CONVENTION OF THE DAKOTAS

*Bismarck, ND*

SEPTEMBER 12-14, 2022



## 6 THINGS YOU DIDN'T KNOW ABOUT BISMARCK NORTH DAKOTA

**1. Fast Growing Modern City**  
Bismarck was the 7th fastest growing small city in 2014 according to Forbes.

**2. Small population**  
One of the surprising things about Bismarck is that it has a much smaller population (61k) than Fargo (118k), and is the 2nd largest population in North Dakota

**3. Originally named Edwinton**  
Bismarck was originally named Edwinton in 1872, after Edwin L. Johnson, a supporter of the transcontinental railroad. Before that, it was known as Missouri Crossing after the Lewis and Clark Expedition crossed there

**4. Became state capital in 1889**  
Bismarck became the state capital in 1889, when North Dakota was created from Dakota Territory and admitted to the Union.

**5. State Capitol Building**  
The State Capitol Building is the tallest building in the state, at 241ft tall.

**6. Bismarck holds a Guinness World Record**  
In 2007, 8,962 people turned themselves into snow angels at the State Capitol Grounds, in an event organized by the State Historical Society of North Dakota, earning themselves a Guinness World Record.

### CONTACT US

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Bismarck, ND 58501

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info@ndrealtors.com  
www.ndrealtors.com

## Did You Know?



Jill Beck  
NDAR CEO

What a year 2021 was following the 2020 year of, "what the heck happened". Below are short snippets of what our year entailed at the North Dakota REALTORS® office.

- Legislative Session kicked us off with a busy busy session which included weekly Friday noon updates with the locals and members. We went right to the very end with the last of our bills going to conference committee, so we were fully engaged from January to end of April.
- In two short weeks, we put together and hosted a legislative reception for the legislators and staff as the restrictions lifted for gathering, we wanted to show our appreciation and it was well received
- The first meetings of the year were all by Zoom including a planning session in January
- Summer meeting, we were able to do in person at Ft Lincoln and everyone was elated to be back in person with the networking – we had a great bbq meal catered and the park was open to roam through the history of it
- One local board AE retired, another board did a new hire and another announced retirement for Fall 2022
- A record year for packets being sent out for arbitration and ethics complaints
- Staff participates in all RE Commission meetings, the Appraisal board and most of the ND Ethics Commission meetings (impacts our lobbying efforts,
- Taking on the role of being the host for the REALTOR® Convention of the Dakotas when held in North Dakota (a role formerly held by the sponsoring local board)
- Held 5 plus education classes and promoted the COE classes and requirements
- Continued to search for a new home for our office:
  - ◆ we found a building we liked and had to act fast (not always easy for non-profit associations with Board of Directors and two organizations doing it jointly)
  - ◆ after many (many...) meetings and last-minute conference calls our offer went in and it was accepted
  - ◆ following building inspection more negotiation happened
  - ◆ formed a partnership with the Bis Man Board of

REALTORS® for the ownership of the building called Real Estate Association Partners (REAP) – again this took several meetings, legal and many phone calls

- ◆ closed on our new building and the real work began
- HVAC being replaced, carpets cleaned, painting, window cleaning, security system installed, liquidating some of our existing furniture as well as furniture left in building, replace door and locks, new wiring and internet cabling, lights switched out, mail boxes installed, signs ordered and installed, new phone system installed that I am still learning. Remember as a member organization and practicing due diligence we received two to three bids on each project we did. While the HVAC is complete we are still awaiting the insulation, and as cold weather arrives we hope to have it soon.
- listed our existing building and had signed contract within in a week so then the packing began
- Between the sale of the existing building and work being finished in new office we worked from home a short time
- Staff participated in professional standards training so we now have two of us trained to handle the process
- Participated in NAR Midyear meetings remotely through Zoom
- NDAR was awarded grants for promoting C2EX and Safety – taskforces were put in place and promo began
- Safety course for CE was offered, six members took the training to instruct and classes held around the state
- Worked with NAR and Wall Street Journal on flood story from ND – note they featured three states and we were one of those chosen
- Launched and maintained the campaign - Daryl Braham for NAR 2023 1st Vice President; he was deemed eligible candidate and the campaign launched August 1. Been very busy with marketing, visiting other states and directors (both virtually and in person), coordinating many aspects of the campaign
- Region 8 Planning Retreat in Duluth
- Investigated different insurance options as survey to members indicated that health insurance for independent contractors was very important
- Leadership met with several vendors, some up to four times, and found a good fit for NDAR members. The insurance program was launched in early November
- Planning Retreat for 2022 Strat Plan held at National Energy Center in Bismarck
- Participated in NAR Leadership Summit by remotely
- REALTOR® Convention of the Dakotas was held in Pierre, SD
- Starting planning for 2022 REALTOR® Convention of the Dakotas in Bismarck as the current host had to pull out due to hotel availability. During our move we realized it will be the 50th Anniversary!

*Did You Know see page 20*

# NDAR Member Benefit!

You pay nothing per call because Tech Helpline service is already included in your North Dakota Association of REALTORS® membership dues!

**Call as many times as you need. No hidden costs.** We will only verify your membership. We won't ask for payment.

See the list at the link below showing many things they can help with! (Operating Systems, Hardware, Printers, Cell Phones, Browsers/Net, Software Applications, Office/Financial, Firewall/Intrusion Applications, and anything tech you need guidance on!) <https://www.ndrealtors.com/wp-content/uploads/2020/03/Tech-Helpline-Ad.pdf>

Email: [Support@TechHelpline.com](mailto:Support@TechHelpline.com)

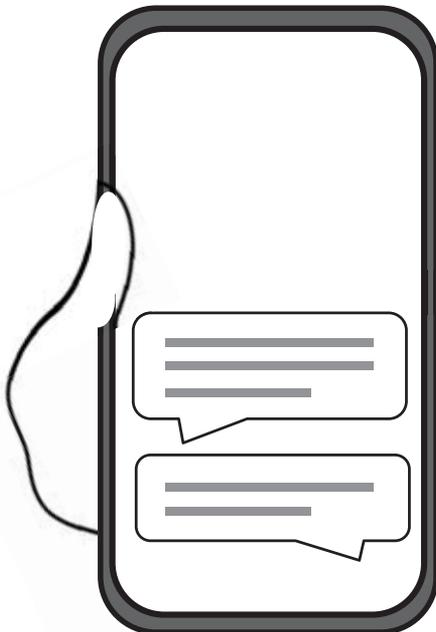
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*Did You Know* continued from page 18

- Staff attended the NAR REALTOR® Convention and helped with the campaign run and attended sessions
  - Met NAR Goals for RPAC and Issues Investments
  - NDAR was once again awarded a C2EX grant to be used in 2022 for small board/association recruitment efforts
  - Advertised lease space for part of our building and negotiated the lease and they took possession on December 16, 2021
- Sarah and I along with five other members and leaders were invited to the REALTOR® Party Training in Nashville

As the year closes out 2021, we are still dealing with building issues and finishing up what needs to be done.

**Happy Holidays to each of you and thank you for your support of the North Dakota Association of REALTORS®.**



To advertise in the  
**ND REALTOR®**  
 Contact Sarah at 1-800-658-3485  
 or email: [bhgads@bhgnews.com](mailto:bhgads@bhgnews.com)

# ONLINE NORTH DAKOTA REAL ESTATE COURSES

## 90 Hour Salesperson Pre-Licensing Course

Fulfill the ND Legislature's new 90 hours requirement entirely online, so you can complete it anytime, anywhere!

## CE Courses

Choose from a variety of real estate CE course topics approved in all 50 states

**Enroll today: [UND.edu/real-estate](http://UND.edu/real-estate)**



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## NDAR BUSINESS PARTNERS

PLEASE PATRONIZE THESE BUSINESSES WHEN POSSIBLE AND THANK THEM FOR THEIR SUPPORT OF THE REALTOR® ORGANIZATIONS

### Badlands

1st Look Inspection  
 American Bank Center  
 Benchmark Mortgage  
 Bremer Bank  
 Cutco Closing Gifts  
 Dacotah Bank  
 Dakota Community Bank  
 Dakota West Inspection Service  
 Dickinson Press  
 Dickinson Area Chamber  
 Dickinson - Assessors Office  
 Ebeltoft Sickler Lawyers  
 ENG Lending  
 Gate City Bank  
 Jon's Home Comforts, Inc  
 Kirkwood Bank & Trust  
 Kristi Schwartz Agency/Allstate  
 Kubik Bogner Riall & Selinger  
 ND Guaranty & Title  
 ND Housing Finance Agency  
 Nodak Insurance Company  
 Patriot Home Inspections  
 Prairie Marketing Association  
 QSR  
 Queen City Abstract  
 Roughrider Electric  
 Stark County Development  
 Western Agency, Inc.  
 Western Cooperative Credit Union

### Bismarck/Mandan

American Bank Center  
 America's Home Loans  
 Arvig  
 Assure Home Mortgage  
 Baymont Inn & Ramada  
 BenchMark Mortgage  
 Bismarck/Mandan Chamber EDC  
 Bis-Man Home Builders  
 Bismarck Title Co/Morton Co Title  
 BNC National Bank  
 Bremer Bank  
 Capital Credit Union  
 Chapman & Chapman, P.C.  
 Choice Bank Home Loans  
 Dakota Community Bank & Trust  
 Diversity Homes  
 eLending Now  
 First Community Credit Union  
 First International Bank & Trust  
 First Western Bank & Trust  
 Flash Printing  
 Gate City Bank  
 Haga Kommer, PC  
 Huntington  
 Inspector Ski Home Inspections  
 Kirkwood Bank & Trust  
 Meridian Land Surveys  
 Mountain State Financial Group  
 ND Housing Finance Agency  
 Northwestern Bank

The Title Team  
 Plains Commerce Bank  
 Quality Title, Inc.  
 Rocky Gordon & Company  
 Security First Bank of ND  
 The Real Estate Magazine  
 Quality Title, Inc  
 Starion Bank  
 Superior Insurance Agency  
 U.S. Bank  
 Vue Credit Union  
 Wells Fargo Home Mortgage  
Williston  
 701 Title  
 American State Bank  
 Dakota Appraisal & Consulting  
 Eye Spy Inspections, LLC  
 Farm Credit Services of ND  
 First International Bank & Trust  
 First State Bank & Trust  
 Gate City Bank  
 Loan Depot  
 Major Mortgage  
 Mark Thelen Appraisal  
 Mendez Appraisals  
 ND Housing Finance Agency  
 ND Guaranty & Title  
 Nortana Property Inspections  
 Unify Home Lending  
 U.S. Bank

Western Area Builders Association  
 Western Coop Credit Union  
 Williams County Abstract  
 Williams County Assessors

### Minot

Allstate Insurance - Kim Albert Agency  
 Aerial View Photography  
 Benchmark Mortgage  
 Bertsch Home Inspections  
 Bremer Bank  
 Central Home Inspection  
 Dacotah Bank  
 eLending Now  
 Elite Property Inspection, LLC  
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 First Western Bank & Trust  
 Gate City Bank  
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 Integrity Outdoor Living  
 Mountain State Financial  
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 Border State Bank  
 Brady Martz & Associates, P.C.  
 Brookstone Property  
 Capital Credit Union  
 Cass County Abstract  
 Central Minnesota Credit Union  
 Chapman & Chapman  
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 Clay County Abstract Co.  
 Country Financial  
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 DJ Colter Agency, Inc.  
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 Edward Jones  
 Fargo City Assessor  
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 First Class Mortgage  
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 Lake Agassiz Habitat ReStore  
 Mountain State Financial  
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The Title Team  
 The Title Company  
 Thomsen Homes  
 Town & Country Credit Union  
 Tri State Inspection  
 TRN Abstract  
 U.S. Bank  
 United Savings Credit Union  
 Valley Mortgage  
 Vision Home Inspectors, LLC  
 VISION Bank  
 Wells Fargo Home Mortgage  
 Wells Fargo Private Mortgage Banking  
 Western State Bank

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 Alerus Financial  
 American Family - DJ Colter  
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 Bank Forward  
 BenchMark Mortgage  
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 Country Financial  
 Farmers Union Insurance  
 First Class Mortgage  
 First Community Credit Union  
 First International Bank & Trust  
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 Fox Builders  
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 Quality Title  
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 tcf Home Loans  
 The Jamestown Sun  
 Union



## Two Apps Guaranteed to Save You Time

*Agents are busy. Very busy. Ensuring you continue to remain productive is vital for closing transactions today and building new business tomorrow. You can increase your efficiency while still building future business if you get a little help. Several apps can help you speed up or simplify some time-consuming tasks.*

### **Felt: Handwritten Thank-You Notes**

Few things have a greater impact on making a great impression on a client or prospect than personally handwritten thank yous. They are well worth the effort, but they take time, right? Not if you have the Felt app. With Felt, you can create printed thank you notes that are then mailed to clients.

Felt offers a wide variety of designs to match the message on your phone or tablet screen using your finger or stylus. For even greater impact, Felt offers custom envelope designs. Its toolkit enables you to customize colors and fonts. Felt can even help you tighten up your writing.

### **Pocket: Instantly Save Content**

You need to stay informed about the real estate industry and keep tabs on your local market. You come across new stories and videos that pique your interest all the time as well as social posts that jar and idea you want to revisit later. But you are too busy closing transactions to take the time to stop, read, review and file everything that catches your eye. Pocket lets you save anything you see online: articles, videos, Twitter posts. Then you can look at them offline on your own time without being distracted. It's a great way to curate ideas that might help you craft a blog or social media post, an article for your client newsletter, or a personal email to clients who might enjoy seeing links to some of the content you discovered.

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Pocket also keeps track of your interests based on the content you save and then personalizes recommendations. You are also able to save online content just by adding the pocket extension to your web browser.

*Article information provided from the Tech Helpline.*



## 2022 North Dakota NAR Committee Members



Jill Beck  
*Board of Directors*



Daryl Brahm  
*Board of Directors,  
Executive Committee*



Amber Carlton  
*Housing Opportunity  
Committee*



Nancy Deichert  
*Professional Standards  
Committee*



Kevin Fisher  
*RPAC Major Investor  
Council*



Karin Haskell  
*RPAC Participation  
Council*



Marti Kaiser  
*Membership Policy and  
Board Jurisdiction  
Committee*



Greg Larson  
*Insurance Committee*



Jill Lee  
*Professional Development  
Committee*



Larry Louser  
*Single Family Investment  
Management Committee*



Scott Louser  
*RPAC Trustees Federal  
Disbursement Committee*



Neil Messer  
*Federal Taxation  
Committee*



Desri Neether  
*Data Strategies Committee*



Nicholas Olson  
*Broker Engagement  
Council*



Shawn Ostlie  
*Board of Directors,  
Multiple Listing Issues and  
Policies Committee*



Vicki Roller  
*Board of Directors,  
Risk Management Issues  
Committee*



Mary Shelkey-Miller  
*REALTOR® Safety  
Advisory Committee*



Mary Splichal  
*REALTOR® Party Member  
Involvement Committee*



Diana Zietz  
*Multiple Listing Issues and  
Policies Committee*

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