

STATE NEWS



Vol. 9

www.ndrealtors.com

September, 2007

Congratulations to Local REALTOR® of the Year Winners (ROTY)

The following names have been submitted to NDAR for nominees for State ROTY: Badlands BOR – *Shirley Dukart*, Home and Land Co.; Bismarck Mandan BOR – *Candace Christianson*, Coldwell Banker Realty Group; Fargo Moorhead AAOR – *Dewey Uhlir*, Park Company REALTORS®; Grand Forks BOR – *Rita Schuster*, Greenberg Realty; Jamestown BOR – *Diann Loper*, Midstate Realty, Inc.; Minot BOR – *DeLynn Weishaar*, Brokers 12, Inc.; Wahpeton Breckenridge BOR – *Sarah Feeken*, Action REALTORS®; and Williston BOR – *Craig McIvor*, Dakota Realty.

Congratulations to all of you!

Welcome to our New Executive Vice President

It's official – as of September 1, Jill Beck is NDAR's new Executive Vice President. She was hired to replace Claus Lembke, who retired as the EVP after 28 years. Claus has been hired as the part time Government Affairs Director. Jill has been working with NDAR for the past 17 years under several titles: Administrative Assistant, Office Manager, Assistant Executive Officer. She was born and raised in Zeeland, ND. She attended and graduated from college in Wahpeton and University of Mary. Jill and her husband, Ron, live in Mandan and have two children, Casey (9) and Chloe (4).

Convention Reminder

The 2007 REALTORS® Conference & Expo In Las Vegas

There are NO LIMITS to what you can gain at the 2007 REALTORS® Conference & Expo, November 13-16 in Las Vegas, Nevada. With hundreds of programs, networking opportunities, cutting edge technology, and more, you can customize your Conference & Expo experience to your needs and interests. Grow professionally and personally while gaining inspiration to be your very best. It's the 2007 Conference & Expo, and what happens here, helps you everywhere! Featured guests will include Bill Cosby and concert by James Taylor [click here](#).

Four courses were approved by the ND Real Estate Committee for Continuing Education credit approval. [Click here](#) to view the classes and register. Courses are open to all Full Conference and same day Registrants. You will need your registration confirmation number in order to access your record and purchase these classes.

Online enrollment closes October 15th at midnight Central Time. [Enroll in CE classes online](#) .

Advance enrollment is required ONLY for attendees taking the class for CE credit. Classroom tickets, a photo i.d. and your real estate license number will be required onsite for CE credit documentation. *Advance Continuing Education Fee:* \$20.00 per course. Non-credit general admission will be first-come, first served, based upon seating availability.

2007/2008 Committee Volunteers Wanted

Your NDAR is in the final stages of assembling the 2007-08 committee list. (Our fiscal year starts in September). Please note that each local Board Chair automatically becomes a member of the like committee on the State Association (NDAR). The respective Chair and current President have the authority to add additional committee members where needed. [Click here](#) for a list of committees where additional members are needed. Please review and mark your choices on the form and return to NDAR.

Chairmanship: If you are interested in a chair position for 2008/2009 year, please contact [Jill Beck](#) (800-279-2361) or [Dave Lanpher](#) (701-237-5031).

If appointed to a committee, you will need to commit to attend the following meetings: October 23-24, 2007; January 23-24, 2008; and April 16-17, 2008 all in Bismarck.

REALTOR® Convention of the Dakotas

To see a preliminary schedule of events and education please [click here](#). Please note that all the education has also been approved by the Minnesota Dept. of Commerce, ND Real Estate Commission and SD Real Estate Commission for three hours each.

NAR Urges New Regulations to Combat Deceptive Lending

The financial markets are struggling with the results of abusive lending practices in the subprime market, including the collapse of several investment funds and the failure of more than 100 subprime lenders. [Click here](#) to see the letter to the Federal Reserve System Board of Governors. NAR urged the Board to adopt regulations that combat unfair, deceptive, and abusive mortgage lending acts and practices. Among its recommendations: NAR asked the Fed to eliminate prepayment penalties for all categories of mortgages or to bar prepayment penalties for subprime mortgages and other mortgages where abuses are found. NAR also urged the Board to require that subprime lenders mandate an escrow reserve for taxes and insurance.

e-Pro Certification Course

Reach the affluent and rapidly growing consumer group who will appreciate your interest and ability in using the Internet. These consumers will recognize that a REALTOR® who is e-PRO certified will provide them with the latest techniques and services for their home buying and selling needs. Join this elite community of tech savvy real estate professionals by [clicking here](#). This course is approved for 20 hours of Continuing Education credit for ND licensees.

Travel Grant Applications Due

Current Travel Grant Policy and Task Force Purpose is to award travel grants to encourage future and current NDAR leadership to attend NAR meetings on behalf of NDAR in some capacity. The task force is also responsible to reallocate unused travel funds from NAR directors. The sum of up to \$750 per meeting may be granted. Completed [application forms](#) must be returned to NDAR **by September 14, 2007**.

Eligibility and Preference

- REALTORS® who are appointed to NAR committees (*provided that they are also active on state and local committees*).
- NDAR legal counsel attending NAR legal meeting sessions.

GRI 1 & 2 (Prosource) Scheduled

This course is scheduled for March 3-6, 2008 in Fargo at O'Kellys. Watch this newsletter or www.ndrealtors.com for more info.

CRS Courses Approved

The Badlands Board of REALTORS® and NDAR will be sponsoring CRS Courses "Ninja 1" and "Ninja 2" on October 1&2 in Mandan. The courses are approved for 7 CE hours each and you may attend either of the courses or both (discount if registering for both). The courses meet the elective requirements for the CRS designation. Please [click here](#) to see the requirements for the CRS designation. To see the flyer and register [click here](#).

2007 REALTOR® Safety Week Kit Shipped

To coincide with the fifth annual REALTOR® Safety Week, Sept. 9-15, NAR recently sent all AEs a kit that includes tips on how REALTORS® can stay safe at home, on the road, and on the job. The kit also includes a new NAR safety video, "Safety Strategies for You and Your Clients," on DVD and CD-ROM, and updated handouts, articles, and e-mail tips to assist in promoting safety to your members throughout the year. The kit also included a sample of the updated REALTOR® Safety Tip Card and information about the new online safety course offered through REALTOR® University. For more info, contact [Kim Chapin DiGangi](#) or [click here](#). If you would like the video for sales meetings, please contact your local Board or NDAR.

Dept. of Commerce Plans Chicago and Denver "Experience North Dakota" Events

Following the success of "Experience North Dakota" in St. Paul, MN, last year, the North Dakota Department of Commerce will host two similar events this fall in Chicago and Denver.

Experience North Dakota is designed to market many of the state's great companies, showcase the sites, sounds and tastes of the state and recruit workforce. Regions of the country with high concentrations of former North Dakotans are targeted. The North Dakota Association of REALTORS® will be part of the exhibitors as a resource for housing in ND and also exhibiting information from the ND Housing Finance Agency. For more info and to view articles please click on the following links [Horizon magazine article](#) and [Experience ND](#) .

Submit Your Photo for NAR's Centennial Celebration

REALTORS® are invited to become part of history by submitting a photo of themselves for a new campaign, "The Face of Real Estate for 100 Years," in recognition of NAR's upcoming centennial year in 2008. The campaign will include a mosaic of REALTOR® faces arranged to represent the REALTOR® "R" membership mark. All members and association staff are encouraged to contribute their photos. To participate, [submit your photo online](#). Guidelines and photo requirements are provided on the Web site. Photos also will be taken at the NAR booth (#2633) during the [2007 REALTORS® Conference & Expo in Las Vegas](#).

Call The Free Technology Helpline

Your North Dakota Association of REALTORS® wants to help you solve your technology problems with our FREE Technology Helpline. Instant and live help is available to you Monday through Friday from 9 a.m. to 5 p.m. by calling the North Dakota Association of REALTORS® Technology Helpline Toll-free at 1-866-432-3029. Whether you need it once a month, or once an hour, call our friendly experts when you experience technical difficulties.

Technology Tip

How to Improve Your E-mail Communication. . .

- Don't use e-mail as your only form of communication
- Keep your messages short and don't allow your exchanges to go on too long before you switch to face-to-face contact.
- Make your subject line clear and only send your message to people who will benefit from the information. Encourage questions in response to your message.
- Keep up with your e-mail every day.
- When you are angry, do not express yourself through e-mail. Save it for a face-to-face meeting.
- A little humor is good, but too much could affect your attempts later when you need to send serious information.
- Set a five-minute rule. Wait five minutes before you send a message. The delay will give you time to correct a poorly written phrase or change your mind about sending the e-mail at all.

Mark Your Calendar for...

- ❖ September 12-14 - REALTOR® Convention of the Dakotas, Aberdeen, SD [click here](#)
- ❖ October 1-2 - Ninja CRS Courses, Seven Seas Inn, Mandan [click here](#).
- ❖ October 23-24 - REALTOR® Summit, Seven Seas Inn, Mandan
- ❖ November 13-16 - NAR Convention, Las Vegas [click here](#)
- ❖ Check www.ndrealtors.com for more events and updates!