

May 17, 2015

North Dakota Association of Realtors:

Again, the Mid Year meetings were exceptional, and partly that is due to Jill and Nancy making sure that all of us are kept up to date on certain "interesting" or important meetings to attend in our down time.

I am active on the Broker Involvement Committee: that committees purpose is to get more Broker's involved in the Realtor Party and making sure as many as possible are getting the Realtor Party Mobile Alerts.

We are a great state for involvement and part of that, I know, is because for the most part we all know each other, or at least a great many of us. But, they did give us 5 ways to increase Subscribers:

- 1) Web banners
- 2) State specific keyword – we can use ND Realtors
- 3) Lapel stickers (I brought a bunch back), hope to share at general membership meeting
- 4) Social Media (tweet and Facebook)
- 5) In person – several Brokers said they have made calls, but unless you know them personally, it really doesn't seem to motivate anyone. Some people just aren't joiners. Period.

In January there were 34,711 Realtors receiving the realtor party alerts, now over 55,400, so it is getting better.

Our goal for a small state is 15% membership goal.

In the Broker Involvement, there are over 16,000 Brokers, and under those Brokers, there are over 454,000 agents, so I think that is pretty darn good.

The committee did discover that aps don't work, none of us go in and use it, but texting does, and that is why they are going to the mobile alerts. Makes perfect sense.

The other committee I am on is Professional Standards. The advisory committee brought 14 different changes to the committee; the vast majority are really clean up language, clarification language. The advisory committee (Daryl is one this committee) does a great job of explaining why the change is necessary for our voting becomes fairly easy.

The citations seem to be very effective in different states, and this should be something we review as a state.

I think my most enlightening meeting might have been the Risk Management and License Law Forum that attended. Also in attendance that I saw were Nancy Willis and Cindy Harvey. I mention them because I think there are some areas that we, as a state, will definitely need to look at in the near future, and these 2 may have different opinions than mine.

First, and important to me as a Broker with teams, was a presentation from the Director of Legal Services with the New York Association of Realtors, regarding teams.

Bullitt points: Teams are not licensed as a team in ND, so team name cannot appear on contracts, only individuals.

Teams may form an LLC, but cannot act as an LLC. In other words, the LLC is for commissions only, not advertising. Can be a branch, but must use same signage as company.

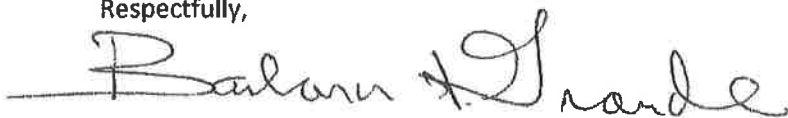
In New York, you must have team in the team name. Can't use group, associates, or something else. You can have a fictitious name, but if you do, you must have brokerage firm in the name; like The Roughriders@Coldwell Banker First Realty.

Second – independent contractors. This is something we should talk about at our Broker meeting. Who uses these, what do they use?? Realtor.org has some great stuff on this subject.

And, third was about safety. I thank the state for already bringing us a mandatory safety class.

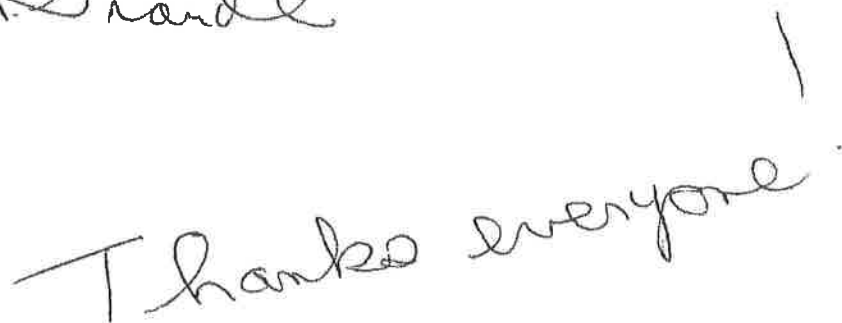
Lots of great stuff. The best was my last night there having dinner with all my North Dakota friends and acquaintances.

Respectfully,

A handwritten signature in cursive script that reads "Barbara Grande".

Barbara Grande, Broker

Coldwell Banker First Realty

A handwritten note in cursive script that reads "Thanks everyone!".