



2731 12TH AVENUE S
PO BOX 9379
FARGO, ND 58103
BUSINESS (701) 293-3423
FAX (701) 293-4001
fmrealestate.com

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To NDAR:

As a member of the Broker Involvement Council, we are tasked with growing the broker involvement and calls to action for the National Association. We are also involved in adding to the Consumer Advocacy data base, and found out in DC that the Consumer Advocacy data base has grown from 200,000 to now over 7.5 million, and on our last call to action, 900,000 consumers participated. I think that is huge,

Then, we had a good presentation from Texas about their RPAC program. They have a website, Texasrealestate.com, we can take anything and everything from there if we would like to, but what I like about it, it is 2 hours of continuing education, and it is done right away with new agents, and they are told about their responsibility as Realtors from the beginning. He says every time he does it, he gets RPAC contributions. I think this is something we should look into.

Recruitment, retention, advocacy.....would we be interested in a grant from The Broker Involvement Grant in organizing a Broker Involvement meeting? If so, need to apply by June.

Learned some objection handling techniques from NAR staff, Gerry Allen. I don't see much of an issue for us in North Dakota. I think we do an excellent job at that and our members for the most part, get it.

Good meeting. Only problem, it was at the same time the Bob Woodward spoke, and I would have loved to have heard him speak.

Respectfully,

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

Barbara A. Grande, Broker

Coldwell Banker First Realty

