



Dakota CRS Chapter

North and South Dakota

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Meeting Minutes

January 28, 2009

Conference Call

Present: Sandy Meyer, Ninetta Wandler, Mark Hess, Steve Lunde, Faith Wendt, Pat Kisely, Denise Messmer, Diana Zietz, Bruce Curington

Absent: Kim Smith, Carol Lawhun, Nancy Hoffelt, Craig Mickelson, Lynnell Strothman, Cathy Sonnenschein, Sue Navrat, Ellie Everson, Andy Mahowald, Alexa Elwood, Cathy Brickey, Kathy Hammer

Staff: Jill Beck, Moni Krantz

President Sandy Meyer called the meeting to order and a roll call attendance was taken.

Minutes from the December 17, 2008 meeting were reviewed and approved as presented. (M/S/C)

The 2008 Year End Budget and 2009 Current Budget were reviewed. Staff mentioned that they will be sending in the e-postcard for the 990 form to the IRS.

Staff reported that the chapter had 224 members at the end of 2008. As of this meeting, 142 chapter members have renewed membership. The Council is now requiring a signed form for staff and officers to have access to the online database of members. This will allow staff to manually add chapter members to the National Council's database online for tracking membership. The Chapter will also be able to see which National paid members need to be contacted for Chapter membership.

2009 Regional Vice President Mark Hess spoke to the group. His records indicate the Chapter has 257 members paid National. Nationally, the Council is seeing a slight decline in membership. He commended the Chapter on the offering of education. While there has been a decline in 2-day core class attendance, there has been a significant increase of online courses being taken. He will be attending Sell-a-bration in San Diego. The reason for the signed database agreement is to protect the information from being sold or given out to third parties.

Discussion was held regarding advertising and awareness for the chapter. It was moved to place a business card size ad for a full year in the ND and SD Association newsletters. (M/S/C) Staff will work with both associations to create and place the ads.

Staff will work the NDAR and SDAR to sponsor breaks for the GRI classes in Fargo in April and in Rapid City in June. A suggestion was also made to see if it is possible to add a page to the end of the outlines promoting CRS as the next step after earning the GRI designation. Any officers in the class locations will be asked to stop at the class and say a few words promoting the Chapter and its benefits.

Diana Zietz will be attending the Sell-a-bration meetings in San Diego.

President Sandy is hoping to be able to attend the Mid Year meetings in Washington, DC. Also attending will be Diana Zietz, Jill Beck, and possibly Carol Lawhun.

The group discussed social media options and how it helps to promote your business. It was suggested to have two accounts to keep business and family separate. A group was created for Dakota CRS Chapter members. A motion was made to only allow members in the group who are paid CRS members. (M/S/C) This will also be added to the member benefits flyer.

Pat Zaby is scheduled to teach a class on Marketing with Microsoft Office in Bismarck on April 21. After discussion, a motion was made to set the registration price at \$150 and to offer the \$25 rebate as a discount to Chapter members. Staff will adjust the rates for non-REALTORS[®] and late fees. (M/S/C)

At a previous meeting, it was brought up that officers can attend CRS courses for free. The National Council policy states, "...to allow that CE credit be given to the CRS Chapter Officer/Rep acting as a monitor at a Chapter Course with all CRS related fees waived (one monitor per course allowed). The Representative will be selected by the Course Sponsor." A motion was made to extend this offer to the officers of the Chapter in order of rank (President, President Elect, Secretary, Treasurer, etc.) for chapter sponsored courses. (M/S/C)

The next conference call will be Wednesday, April 29, 2009 at 11:00 am Central/10:00 am Mountain. Officers and local Board reps will be invited. Staff will send out the call in number before the meeting.

Mark Hess was requested to attend the REALTOR[®] Convention of the Dakotas in Watertown, SD September 16, 2009.

The meeting was adjourned.

Respectfully submitted,

Moni Krantz