



# News and Views

Dakota Chapter CRS

Summer 2007

Volume 1, Issue 2

## President's Message

Greetings to all,

I hope all of you have had a wonderful and prosperous summer!



Recently I returned from the NAR Midyear Meetings in Washington D.C. It was a very informative convention and good things are happening with CRS. I attended many meetings, including strategic planning, membership, education, and networking events.

Mark your calendars and plan on attending The ND/SD State convention Sept. 12<sup>th</sup> - 14<sup>th</sup> in Aberdeen S.D. This year's CRS luncheon will be fun and exciting as we are giving away a Sell-a-Bration 2008 registration which will be held at the Hilton Hawaiian Village in Honolulu, Hawaii. The afternoon of Sept 12<sup>th</sup> plan on attending the FREE

3-hour education for all CRS Chapter members.

Your Chapter leadership has met via conference calls to work on Chapter business. Chapter leadership has adopted a form with minimum standards for nominating a member for CRS of the Year. This brings me to the nomination form (on page 5). Please nominate an individual that you feel is worthy of the prestigious CRS of the Year Award.

I invite all of you to get involved with the Chapter including running for office, attending meetings, and volunteering for a committee. It's a great opportunity to network, meet new friends and get referral!

Enjoy your summer and I look forward to seeing you in Aberdeen!

*Diana*

## 2007 Leadership

### President

Diana Zietz  
701-483-0867

### President Elect

Bruce Curington  
605-342-9112

### Secretary

Sandy Meyer  
701-775-0013

### Treasurer

Sue Cramer  
605-642-2525

### ND Director/Membership

Ninetta Wandler  
701-225-8183

### SD Director/Education

Ellie Everson  
605-996-7740

### Immediate Past President

Marcie Roggow  
605-338-8022

### Regional Vice President

Hap Hilbish  
208-765-5554

## Join Us For Strategic Planning

All Chapter members are invited to attend the Strategic Planning session of the Dakota CRS Chapter. The meeting will be held on Sunday, September 30, 2007, 2:00 pm, at the Seven Seas Inn, Mandan, ND.

What is a Strategic Plan? Simply put, strategic planning determines where an organization is going over the next year, how it's going to get there and how it'll know if it got there or not.

This session is open to all members of the Dakota CRS Chapter whether or not you have already earned the CRS designation. It is very beneficial to the Chapter to have input from all areas of the membership. Our Regional Vice President, Hap Hilbish, will also be attending.

The meeting will take place in conjunction with the Ninja I and II courses held October 1 & 2. Please RSVP to [dakotacr@ndrealtors.com](mailto:dakotacr@ndrealtors.com) by Sept 24.

### In This Issue...

- Chapter With A Heart
- Mid Year Meetings Update
- Upcoming Events
- Dues Billing
- Sell-a-bration Registration

## Your Chapter NEEDS Your Help!

REALTORS® from the Dickinson area participated in an event to gather donations for the Domestic Violence and Rape Crisis Center.

Shown making the presentation to Domestic Violence & Rape Crisis Center representative Gloria Fichter-Rau are CRS members Ninetta Wandler, Diane Duchscher, Shirley Dukart, Diana Zietz, and Doris Hoff.



Chapter Leadership is asking for help with the *Chapter with A Heart* Program. As REALTORS®, we need to

serve the communities where we live and are asking for volunteers in each area to recruit other members and pick a project to serve your community. If your local board of REALTORS® is already involved in a worthwhile project maybe you want to join that or find one of your own to promote.

In order for our Chapter to submit the events to the National CRS Council, information needs to be forwarded to the Chapter Leadership.

Please contact President Diana Zietz at [dzietz@crerealestate.com](mailto:dzietz@crerealestate.com) or Chapter Administrator, Jill Beck at [DakotaCRS@ndrealtors.com](mailto:DakotaCRS@ndrealtors.com) with your commitment.

## Chapter and National Dues

If you haven't paid your 2007 Chapter dues, payment can still be made. The course at the Realtor Convention of the Dakotas on September 12 is FREE to any members who have already paid their Chapter dues. Others will be charged \$35 for the 3-hour course.

All members who have paid National but not Chapter will be getting a reminder via e-mail shortly.

We are getting close to that time of year again - Dues Renewals. The annual renewal letters will go out in November. Dues for the National CRS Council and the Dakota CRS Chapter are due by December 31, 2007. Please watch for those notices from the National Council.

Members will be able to submit one payment to cover both National and Chapter dues.

## CRS Of The Year Nominations

The Dakota CRS Chapter "CRS Of The Year" award is designed to recognize a North or South Dakota member who has provided outstanding service to the Chapter and the real estate industry, and will be presented at the General Membership Meeting, September 12, 2007.

To nominate a Dakota CRS Chapter member, [click here](#) to download the nomination form. All nominations must be submitted to the Chapter office in Bismarck by Wednesday, September 5, 2007 to be considered.

## Regional Vice President's Message



As an RVP I am asked many questions about the Council, about CRS education, about how to get duplicate course certificates, etc. I have found that there is a magical location where I can get answers to almost all the questions – [www.crs.com](http://www.crs.com). Our Council's website has a myriad of information and tools for every CRS and it goes way beyond just locating a CRS for a referral to Truth or Consequences, New Mexico.

Each of us needs to take the time to learn what is available on [www.crs.com](http://www.crs.com). Did you know that there is a monthly newsletter on the website that is designed for you to customize and use as your own? Or that there is a website format designed for you to promote you and your CRS designation via a click from your current website? You can find downloadable copies of CRS

logos, copies of articles from the [Specialist](#), product information and class schedules. Need to find a phone number for a Council staff member? It's on the website. Need to find a referral form? It's on the website. Need to find out where a CRS 204 class is being held? It's on the website. Please take the time to develop your knowledge of what resources and tools are available to you on the CRS website.

In November at the national meeting in Las Vegas the new CRS Virtual Community will be unveiled. This new tool will offer expanded resources for CRS's that will extend well beyond the numerous resources on the current website. So take advantage of what the Council currently offers you and get ready for the future, coming soon.

Hap Hilbish, CRS

# Dakota CRS General Member Meeting

Join us at The Ramada Inn in Aberdeen, SD for our membership Meeting, held in conjunction with the 2007 REALTOR® Convention of the Dakotas, Sept 12-14.

Mark your calendars for:

Wednesday, Sept. 12th,  
11:30 am - 1:00 pm  
Luncheon/ Elections/Drawing  
\$12 per person  
Register by September 5th to  
[dakotacrs@ndrealtors.com](mailto:dakotacrs@ndrealtors.com)

We will draw the name of the Dakota Chapter Member who is the Winner of the Free Registration for Sell-a-bration 2008 at the end of our meeting.

## Calendar of Upcoming CRS Events

Sept 12	<b><i>Character Counts... Doesn't It?</i></b> REALTOR® Convention of the Dakotas, Aberdeen, SD Free to Dakota CRS Chapter Members go to <a href="http://www.sdrealtor.org">www.sdrealtor.org</a> for more info and registration
Sept 30	<b><i>Dakota CRS Chapter Strategic Planning Session</i></b> with Regional Vice President Hap Hilbish & Chapter Exec Committee Seven Seas Inn, Mandan, ND
Oct 1	<b><i>Ninja 1 CRS Course</i></b> Seven Seas Inn, Mandan ND go to <a href="http://www.ndrealtors.com">www.ndrealtors.com</a> for more info and registration
Oct 2	<b><i>Ninja 2 CRS Course</i></b> Seven Seas Inn, Mandan ND go to <a href="http://www.ndrealtors.com">www.ndrealtors.com</a> for more info and registration
Nov 8	<b><i>Personal Skills for Professional Excellence</i></b> Rapid City, SD (605-341-2580 for more info)
Nov 12-16	<b><i>National Association of REALTORS® Convention</i></b> Las Vegas, NV go to <a href="http://www.realtor.org/convention.nsf/">www.realtor.org/convention.nsf/</a> for more info and registration
Jan 28-30	<b><i>Sell-a-bration</i></b> Honolulu, HI see page 4 for registration info

## Slate of Candidates

The following members have been nominated to run for a seat on the Dakota CRS Chapter Board of Directors.

Bruce Curington will automatically assume the office of President.

The following positions and candidate will be listed on the ballot:

For President Elect:	Sandy Meyer
For Secretary:	(must be from South Dakota)
For Treasurer:	Ninetta Wandler
For Directors:	one from South Dakota one from North Dakota

The names of additional nominees for office may be placed on the ballot providing the nomination is received in writing by the Secretary at least fifteen (15) days prior to the date of the election and:

- 1) the nominee has consented in writing to accept the nomination, and
- 2) the nominee meets the minimum criteria of the office.

# REGISTRATION FORM

Use this form to register for Sell-a-bration® 2008.  
Please complete one form per attendee. Print or type information.

Please list your business address and phone numbers.  
**Note:** For your protection, we do not list home address information on rosters.

Last Name: \_\_\_\_\_

First Name: \_\_\_\_\_

Nickname for Badge: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Designation:  CRS  Other: \_\_\_\_\_

Please check here if you have a disability that will require special services. Please attach a description of your needs.

## FEES

Early bird special by 11.23.07      Received after 11.23.07

### Event Registration

- |  |       |       |
|--|-------|-------|
| <input type="checkbox"/> CRS Designee, Member          | \$545 | \$600 |
| <input type="checkbox"/> Non-Member                    | \$700 | \$750 |
| <input type="checkbox"/> New Member Attendee*          | \$715 | \$770 |
| <input type="checkbox"/> CRS Approved One-Day Course** | \$100 | \$125 |

\*Includes: Event registration fee, non-refundable application fee of \$50 (normally \$100), \$120 non-refundable full year's membership dues to the Council.

\*\*To be Determined.

This course is only open to Sell-a-bration® attendees.

### Fun Night (\$80 Value!)

- |  |      |
|--|------|
| <input type="checkbox"/> Members / Non-Members | \$35 |
| <input type="checkbox"/> Spouses / Guests      | \$65 |

## PAYMENT INFORMATION

Check enclosed  
(Please make check payable to Council of Residential Specialists.)

VISA    MasterCard    American Express    Discover

Name (as appears on card): \_\_\_\_\_

Card Number: \_\_\_\_\_

Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_

(Authorized signature is required to confirm registration.)

**Note:** Payments made by credit card will appear on your credit card billing statement under the name 'REALTOR Association / MLS' located in Chicago, IL.

# Sell-a-bration®

## Honolulu, HI

### Hilton Hawaiian Village Resort & Spa

#### January 28 – 30, 2008



## FOUR WAYS TO REGISTER:

**Mail to:** Council of Residential Specialists  
430 N. Michigan Ave., Suite 300  
Chicago, IL 60611

**Online:** [www.sellabration.com](http://www.sellabration.com)

**Fax to:** 312.329.8882

**Call:** 800.462.8841

Confirmation will be sent via e-mail within seven days of registration receipt.

## CANCELLATION POLICY

### Please read carefully.

- \* All cancellations must be made in writing.
- \* All cancellations will be assessed a \$50 administrative fee.
- \* Attendees may transfer their paid registration to another attendee.
- \* No refunds or transfer of fees after Jan. 12, 2008.

## HOTEL RESERVATIONS

CRS has secured rooms at the Hilton Hawaiian Village Resort & Spa at the following group rates:

- Garden View - \$219;
- Partial Ocean View - \$249;
- Ocean View - \$269;
- Deluxe Ocean View - \$299;
- Alii Tower – Run of Ocean \$329;

Room rates are exclusive of all taxes, currently 11.962%.

The hotel will charge a one night's room deposit to your credit card 30 days prior to your arrival. If you need to cancel your reservation, you must do so 72 hours in advance to avoid a penalty. A credit card is required to guarantee your room reservation.

Yes, I need a room reservation.

Arrival Day/Date: \_\_\_\_\_

Departure Day/Date: \_\_\_\_\_

Sharing room With: \_\_\_\_\_

(If sharing a room with other registrant, please submit your registration forms together.)

The deadline date for hotel reservations is Dec. 14, 2007.

All hotel reservations are on a first-come, first-served basis.

The group rate and/or room availability may not be available at the cutoff date based on demand.



Open to all REALTORS®.

DKS

# Mid Year Meetings Update

## Chapter Officers Briefing & Chapter Presidents Forum

**CRS Diversity** – The Council of Residential Specialists has recognized the importance of broadening our membership to consist of a more culturally diverse community of REALTORS® and has created the Diversity Committee and incorporated this goal into our Strategic plan. Since leadership and involvement starts at the grass roots level, our Chapters, we would like to assist you in your support of the Council's goals and objectives. *Deadline for Applications: October 15, 2007*

**Student Limited Introductory Membership (SLIM)** – Proposal for a one year introductory CRS membership for CRS students that will demonstrate the benefits of belonging to CRS by providing benefits at a discount for one year. This program was proposed last November and was tabled and sent back for revisions. It has three main objectives:

- Increase the conversion rate of students to dues paying members
- Expand and grow the CRS membership base without diminishing the value of the CRS designation
- Provide Chapter membership with a larger pool of potential members to draw from

Eligibility was discussed but will be primarily available at courses and chapter functions to those who have not previously been members of the council.

Cost - the current application fee of \$100 will be dropped. The cost would be only \$60 for a one year Council membership (i.e. ½ of the current fee). Savings of \$160 from current fees.

Effective - January 2008

This program was ultimately approved at the Board of Directors meeting on Sunday.

**Dot Com/CRS Chapter Website Hosting and Maintenance Agreement** – The Council has contracted with DotCom, to provide a new agreement in which Chapters can outsource Website maintenance. There is an annual CRS reimbursement fund of \$1400 for each Chapter and DotCom will provide many services for this price. The Chapters will provide the information in electronic format regarding leadership information, Chapter sponsored courses and programs, bylaws, mission statements, calendars, etc. National will provide information regarding Sellabration, Pro Act, and National Meetings. Included are up to six mail blasts per year for Chapter meetings and events. Additional custom items such as Paypal set up, templates for print document set up, etc. are an extra cost. There is a one time set up fee of \$500.

Some of the Chapters currently using DotCom include New Mexico, Arizona, New Jersey, Texas, Indiana, Kentucky, and Pennsylvania.

**Chapter CRS Course Information / Statistics** – Received updates on Chapter course information and statistics for 2006 & 2007. Everyone is experiencing difficulty filling courses and there have been some cancellations.

**Membership committee** – As of April 30, 2007 - total 46,387 members - 3% increase since April 2006

Age of applicants:

- 22% of new members in 2006 were under 40 years old
- 32% were 40 - 49 years old
- 33% were 50-59 years old
- 13% were over 60

- CRS makes up 3% of NAR membership
- Three largest states for both NAR & CRS are California, Texas, and Florida
- CRS experienced the largest growth in Montana, Wyoming, Delaware, Washington, and New Mexico
- It takes an average of 1.31 years from the time a member joins until they receive their designation.

## Board of Directors Meeting

1. Approved SLIM program (Student Limited Introductory Membership)
2. Approved recommendations from committee for Regional Vice Presidents.
3. Approved Gregg Fujita for 2008 First Vice President of the Council. He will be President in 2010.
4. Two new instructors were approved. The senior instructor teaching fee has been increased to \$4,500/ two day course.
5. e-Learning courses will now be eligible for CORE credit for earning the CRS designation.
6. CRS quality tested seal was awarded to Ed Hatch's "The Program" and to MyRealEstateTools.com
7. CRS Chapter recognition plaques will be available for purchase from the Council.
8. No National dues increase.
9. All Chapters reviewed were re-certified this year.

# Are You Registered for Convention?

The 2007 REALTOR® Convention of the Dakotas is coming up quickly. If you haven't already, register at [www.sdrealtor.org](http://www.sdrealtor.org). Plan to attend the events in Aberdeen, SD, September 12-14. The Dakota CRS Chapter is hosting a luncheon and annual meeting. All Chapter members attending the lunch will be in a drawing for a FREE registration for Sell-A-Bration in Hawaii! Please register for the

lunch by sending an email to [dakotacr@ndrealtors.com](mailto:dakotacr@ndrealtors.com). The cost for the lunch is \$12. Payments will be collected at the door, but RSVPs need to be in by September 5.

The Chapter is also sponsoring a three-hour course taught by Karel Murray entitled "Character Counts... Doesn't It?" This course is free to paid Dakota CRS Chapter members. The cost for non-members is \$35.



The official Sell-a-bration® 2008 shirt has arrived. The CRS Hawaiian Shirt\* is made of 100% Rayon that incorporates the CRS logo with vibrant images of Hibiscus flowers, tropical foliage, and parrots for a truly unique design. You will only stand out, if you are not wearing one. Hurry, there are limited quantities. To order your shirt, click [CRS Hawaiian Shirt](#).

*\*The CRS Hawaiian Shirt is for CRS Designees only.*

## Your 2007 Dakota CRS Chapter Board of Directors



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[dzietz@crerealestate.com](mailto:dzietz@crerealestate.com)



Bruce Curington, President Elect  
Rossum & Neal REALTORS®  
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