



News and Views

Dakota Chapter CRS

Summer 2008

President's Message

In one of the CRS courses I took during the past 15 years the instructor said, "If you do things the way you've always done them... You'll get the get the same results you've always gotten—OR LESS!"

One of the things I learned in Washington, DC during the NAR mid-year meetings was that the Dakota CRS Chapter has the lowest dues of any chapter in the nation. Because of that we have the lowest budget of any chapter and also offer the fewest benefits to our members for joining the chapter. Over the past few years we have seen a steady decline in the percentage of national CRS members that are Dakotas chapter members.

In order to stop this decline we need to increase member benefits so that there will be a reason to join the Dakotas Chapter. Your leadership has discussed how to do this for the past couple of years and come to the conclusion that increased educational opportunities is the answer. To achieve this the chapter will explore sponsor-



**2008 President
Bruce Curington**

ing or co-sponsoring CRS courses. As an alternative chapter members attending CRS classes will be offered a price reduction or rebate on the cost of the course.

To enable leadership to do a better job it was highly recommended by national CRS leadership that both the President and President-elect be sent to the NAR Convention and mid-year business meetings.

To put these changes into effect it will be necessary to raise our dues until the increase in benefits causes the chapter membership to rise to an acceptable level. We will remain among the lowest dues group of chapters.

I look forward to seeing you at the Convention in Minot! Hopefully you will be able to attend the Chapter General Membership Meeting and the two classes sponsored by our Chapter.

Bruce

2008 Leadership

President
Bruce Curington
605-342-9112

President Elect
Sandy Meyer
701-775-0013

Secretary
Carol Lawhun
605-343-8800

Treasurer
Ninetta Wandler
701-225-8183

SD Director/Membership
Kim Smith
605-351-8340

ND Director/Education
Steve Lunde
701-239-5990

Immediate Past President
Diana Zietz
701-483-0867

Regional Vice President
Hap Hilbish
208-765-5554

New CRS Designees

Congratulations to those who have earned the CRS Designation this summer!

Cindy Cooper, Bismarck

Dave Lanpher, Fargo



In This Issue...

- Chapter and National Dues
- Annual Member Meeting
- CRS of the Year Info
- Slate of Candidates
- Sell-a-bration News
- CRS Extends Globally
- More!

Are You Registered for Convention?

The 2008 REALTOR® Convention of the Dakotas is coming up quickly. If you haven't already, you can go online and register at www.regonline.com/minot2008. Plan to attend the events in Minot, ND, September 17-19. 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 San Francisco! Please register for the lunch by sending an email to dakotacracs@ndrealtors.com. The cost for the lunch is \$15. Payments will be collected at the door, but RSVPs need to be in by September 10.

The Chapter is also sponsoring two classes. Wednesday morning there will be a three-hour

course taught by Dave Beson entitled "Real Estate is More Than a Living, It's a Life." This course is free to paid Dakota CRS Chapter members. The cost for non-members is \$35.

The Wednesday afternoon course is on Identity Theft. This two-hour course will be presented by Parrell Grossman of the ND Attorney General's Office. The Chapter is asking for a donation of \$5 from members for this course. All money collected will go to a local charity, Minot Community Action Housing Project. The cost for non-members is \$20 plus the \$5 donation.

To see the tentative schedule for the entire convention, [click here](#).

Chapter and National Dues

If you haven't paid your 2008 Chapter dues (only \$20), payment can still be made. The course at the REALTOR® Convention of the Dakotas on September 17 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, 2008, but will be billed separately. Please watch for those notices via email.

Dakota CRS General Member Meeting

Join us at the Grand International Inn in Minot, ND for our General Membership Meeting, held in conjunction with the 2008 REALTOR® Convention of the Dakotas, Sept 17-19.

Mark your calendars for:

**Wednesday, September 17th,
11:45 am
Luncheon/ Elections/Drawing
\$15 per person
Register by September 10th to
dakotacracs@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 the meeting.

Chapter With A Heart

July 17th, Chapter members in the Dickinson area again held the “CRS Chapter with a Heart” drive. Cash and toiletry items with a value totaling over \$600 were donated by our members and presented to the Dickinson Domestic Violence & Rape Crisis Center (DDVRCC). This center can house up to 18 people including homeless families and victims of abuse.



Chapter members: Sammy Tuhy, Ninetta Wandler, Diane Duchscher, Doris Hoff, Diana Zietz, (DDVRCC Amaya Quijano), and Muriel Hurt



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 17, 2008.

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 10, 2008 to be considered.

Calendar of Upcoming CRS Events

Aug 25-26 CRS 206 - Using Today's Technology to Capture Your Market
York, Nebraska

www.nebraskarealestateeducation.com

August 27 Marketing with Microsoft Office - "What" and "Why" meet "How To"
(*approved one-unit course toward the CRS designation*) - Council Bluffs, Iowa

www.nebraskarealestateeducation.com

Sept 17 Dakota Chapter sponsored courses at REALTOR® Convention of the Dakotas
Grand International Inn, Minot, ND (register at www.regonline.com/minot2008)

8:30 am Dave Beson presents Real Estate is More Than a Living; It's a Life!
FREE to Dakota CRS Chapter members (\$35 for non Chapter members)

11:45 am Dakota CRS Chapter General Membership Meeting

1:30 am ND Attorney General's Office presents Identity Theft
\$5 suggested donation to go to Minot Community Action Housing Program
www.caoregion2.org/housing.htm

Oct 14-15 CRS 210 Course in Fargo, ND

www.dakotacrs.com/realtors/calendar/210brochure08.pdf

[Click here](#) for National CRS Classes available

REGISTRATION FORM

Use this form to register for Sell-a-bration® 2009.
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.

Sell-a-bration®

San Francisco, CA

San Francisco Hilton

February 5 – 7, 2009

FOUR WAYS TO REGISTER

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

Online: www.sellabration.com

Fax to: 312.329.8882

Call: 800.462.8841

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

EVENT REGISTRATION

	Early-bird Special	After 11/17/2008
<input type="checkbox"/> CRS Designee, Member	\$620	\$670
<input type="checkbox"/> Non-member	\$775	\$825
<input type="checkbox"/> New member attendee*	\$680	\$730
<input type="checkbox"/> One-unit course**	\$125	\$150
<input type="checkbox"/> Fun Night (\$100 Value!) Dinner/Band/Networking	\$65	\$65
Total	\$ _____	\$ _____

* **Includes:** This price includes event registration fee and dues for CRS general membership at the reduced rate of \$60 through the CRS Limited Introductory Membership Program. This offer is valid only for first-time Council applicants. Previous members are not eligible for this discount and will need to reinstate their membership at the cost of \$170 to receive the member price. Dues are non-refundable.

** Ed Hatch's **Exclusively by Referral...The 10 Step PROgram** course will be held on February 4-5, 2009.

This course is eligible for one unit of elective credit towards the CRS Designation. Students must attend both portions of the course to receive credit. Event prices are subject to change.

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.

CANCELLATION POLICY

Please read carefully.

- All cancellations must be made in writing.
- All cancellations will be assessed a \$50 administrative fee.
- No refunds after Jan. 22, 2009.
- Dues are non-refundable.

HOTEL RESERVATIONS

CRS has secured rooms at the Hilton San Francisco Union Square at the following group rates:

Standard	Executive Level
<input type="checkbox"/> Single - \$219;	<input type="checkbox"/> Single - \$259;
<input type="checkbox"/> Double - \$239;	<input type="checkbox"/> Double - \$279;

Room rates are exclusive of all taxes, currently 14.08%.

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. 28, 2008. All hotel reservations are on a first-come, first-served basis. The group rate and/or room availability may not be available through the cutoff date based on demand.



Open to all REALTORS®.

Slate of Candidates

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

Sandy Meyer (Grand Forks, ND) will automatically assume the office of President.

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

- For President Elect: Carol Lawhun (Rapid City, SD)
- For Secretary: Ninetta Wandler (Dickinson, ND)
- For Treasurer: Kim Smith (Sioux Falls, SD)
- For Directors: Steve Lunde (Fargo, ND)
Faith Wendt (Rapid City, SD)

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.

CRS Extends Global Reach with ICREA Agreement

The Council of Residential Specialists (CRS) has finalized an agreement with the International Consortium of Real Estate Associations (ICREA) designed to help boost the Council's brand awareness internationally, while offering expanded referral opportunities to its members.

ICREA, a 7-year-old organization that sets standards for international real estate practices and facilitates worldwide real estate transactions, represents more than two million real estate professionals in more than 30 countries.

As part of the agreement, ICREA has customized its Transnational Referral Certification (TRC) course exclusively for CRS members. The custom CRS version of the TRC course has been condensed to reflect the knowledge and expertise an agent possesses as a member of the Council of Residential Specialists. In doing so, approximately 30 percent of the original course has been eliminated.

The course prepares real estate professionals to make and receive compensated referrals using the con-

sortium's transnational referral system. It also teaches agents how to integrate international referrals, resulting in increased income, into their business plans.

Upon certification, agents will be added to a directory that lists all those who are recognized as transnational referral experts. ICREA's Web site, WorldProperties.com, features the largest international property listing in the world, including links to three million residential and commercial listings.

Toni Sherman, CRS, the Council's director of business relations, says the alliance with ICREA should help CRS Designees tap into the growing number of transnational real estate transactions and better serve their clients. "Creating this alliance with ICREA is a direct response to the vision of our leadership and members of the Strategic Planning Committee, who recognized the need to expand our referral base for our members. We are pleased to be closely associated with a respected organization that will create CRS brand awareness worldwide."

Thijs Stoffer, ICREA's CEO, calls the deal "a perfect fit. ICREA has the international network in place already. CRS has expertise in high-quality real estate education. The agreement will help us further establish a reliable platform for the international real estate transactions."

As part of the agreement, ICREA will give CRS exposure to its member associations and leadership teams. It will also encourage its member associations to promote the Council on their respective Web sites to give their members access to CRS information. In addition, the agreement will provide visitors to WorldProperties.com with links directing them to www.CRS.com.

The customized CRS version of the TRC course can only be accessed by CRS members via www.crs.com. After logging into your Advantage account, click on the "Exclusive: Get the Transnational Certification" banner. Call CRS Customer Service, 800.462.8841, with questions.



Your 2008 Dakota CRS Chapter Board of Directors

<p>Bruce Curington, President Rossum & Neal Real Estate Rapid City, SD 605-342-9112 BruceCurington@rushmore.com</p>	<p>Sandy Meyer, President Elect Crary Homes & Real Estate Grand Forks, ND 701-775-0013 GetSandy@polarcomm.com</p>	<p>Carol Lawhun, Secretary The Real Estate Group Rapid City, SD 605-343-8800 CaroLL@PropertyByReferral.com</p>	<p>Ninetta Wandler, Treasurer Everett Real Estate Dickinson, ND 701-225-8183 Wan@mail.ctctel.com</p>
<p>Diana Zietz, Past President Continental Real Estate Dickinson, ND 701-483-9107 DZietz@CRERealEstate.com</p>	<p>Steve Lunde, ND Director Re/Max Realty 1 Fargo, ND 701-239-5990 SteveL@ReMaxRealty1.com</p>	<p>Kim Smith, SD Director Thē Real Estate Company Sioux Falls, SD 605-351-8340 KimS@sio.midco.net</p>	<p>Hap Hilbish, Regional VP C21 Beutler & Associates Coeur D'Alene, ID 208-665-3915 Hap@HapHilbish.com</p>

Local Board Representatives:

- Aberdeen Board of REALTORS®**
Craig P. Mickelson, Mickelson Realtors, Aberdeen, SD
- Badlands Board of REALTORS®**
Diana Zietz, Continental Real Estate, Dickinson, ND
- Bismarck Mandan Board of REALTORS®**
Lynnell Strothman, Bianco Realty, Bismarck, ND
- Black Hills Association of REALTORS®**
Carol Lawhun, The Real Estate Group, Rapid City, SD
- Central South Dakota Board of REALTORS®**
Cathy Sonnenschein, Burke & Associates Real Estate, Pierre, SD
- East Central Board of REALTORS®**
Lorna Nohava, C21 Gustafson Krogman & Assoc, Brookings, SD
- Fargo Moorhead Area Association of REALTORS®**
Steve Lunde, ReMax Realty 1, Fargo, ND
- Grand Forks Board of REALTORS®**
Sandy Meyer, Crary Homes & Real Estate, Grand Forks, ND
- Huron Board of REALTORS®**
Pat Kisely, Pro Realty, Huron, SD

- Lewis & Clark Board of REALTORS®**
Sue Navrat, Premier Real Estate, Ltd, Vermillion, SD
- Minot Board of REALTORS®**
Denise Messmer, Brokers 12, Minot, ND
- Mitchell Board of REALTORS®**
Ellie Everson, C21 Fischer, Round & Assoc, Mitchell, SD
- Northeast Board of REALTORS®**
Andrew Mahowald, Watertown, SD
- Northern Black Hills Association of REALTORS®**
Alexa Elwood, Century 21 Spearfish Realty, Spearfish, SD
- REALTOR® Association of the Sioux Empire**
Kim Smith, Thē Real Estate Company, Sioux Falls, SD
- Southern Black Hills Board of REALTORS®**
Cathy Brickey, All American Realty Group, Hill City, SD
- Wahpeton Breckenridge Area Board of REALTORS®**
Kathy Hammer, Hammer Realty, Wahpeton, ND
- Williston Board of REALTORS®**
Nancy Hoffelt, Basin Brokers, Williston, ND