



Council of Residential Specialists
DAKOTAS CHAPTER
 The Proven Path To Success

News and Views

SUMMER 2011

President's Message



**Ninetta Wandler, CRS
 2011 Chapter President**

Greetings CRS Members!

I hope everyone had a successful year even though there was great hardship throughout with all the flooding that took place. My heart goes out to each and every one that was displaced or has had damage.

It is hard to believe school is starting and convention in Pierre is just around the corner.

The Chapter Leadership has decided to have National CRS collect the dues for 2012. I think it is going to be a huge benefit to keeping and bringing our membership back up as I know how easy it is to forget if the local dues were paid. This will be so much easier to write one check or put it on the credit card.

I want to thank the committee for all the work and help that I have received throughout the year and thank everyone in advance for helping man the CRS booth at the convention in Pierre.

There is one more meeting for me as your CRS President after convention and that is in Anaheim California at the National Convention. Those are always very informative so I am looking forward that one too. Some days it seems like that's all a person does is go to meetings but I wouldn't change things as I do believe they are a wonderful learning tool and you meet some of the nicest people from all over the country.

I hope everyone has had the opportunity to take my challenge with Chapter of the Heart and raise lots of money or products for the charity of their choice. Even as we all go thru some hardship remember there is always someone that's had it a bit worse.

Thank you again for allowing me to be your 2011 CRS President.

Ninetta Wandler

2011 Leadership

- President
Ninetta Wandler
- President Elect
Faith Wendt
- Secretary
Vicky Matson
- Treasurer
Pat Kisely
- ND Director/Membership
Diane Duchscher
- SD Director/Education
Steve Coy
- Imm Past President
Carol Lawhun
- Regional Vice President
Mark Hess

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- Chapter and National Dues
- Chapter with a Heart
- Slate of Candidates
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General Membership Meeting

Join us at the Best Western Ramkota in Pierre, SD for the General Membership Meeting held in conjunction with the 2011 REALTOR® Convention of the Dakotas, September 14-16.

Wednesday, September 14

7:15 am

Breakfast & Elections

FREE as a member benefit

Please RSVP by September 7th

dakotacrs@ndrealtors.com

CRS Of the Year Nominations

The Dakotas 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. The award will be presented at the General membership meeting in Pierre, SD, on September 14, 2011.

To nominate a Dakotas CRS Chapter member, click here to download the nomination form. All nominations must be submitted to the Chapter office in Bismarck by Wednesday September 7, 2011 to be considered.

Chapter and National Dues

If you haven't paid your 2011 Chapter Dues (\$35), you still have time. The CE session on Wednesday, September 14 at the REALTORS® Convention of the Dakotas is FREE to Chapter members. Others will be charged \$40 for the 3-hour course.

All members who have paid National CRS dues but not Chapter dues will be getting a reminder email shortly.

Dues renewal time is just around the corner. For 2012 dues, the National Council will be collected both the National and Chapter

dues. It is our hope that this will make it easier for members to make one payment and cover both areas.

Watch your mail and email for the notices in November.

Education Rebate Available

Did you know that Chapter members are eligible for a \$25 rebate? When any CRS Course is taken anywhere, Chapter members can complete a simple form and receive \$25 back from the

Chapter. The form can be found online and www.dakotacrs.com. Fill out the form, attach a copy of your course completion certificate, and mail to Dakotas CRS Chapter – 318 W Apollo

Avenue, Bismarck, ND 58503. This rebate is available once per year per member.

Take advantage of this member benefit today!

Are You Registered for Convention?

The 2011 REALTOR® Convention of the Dakotas is coming up quickly. If you haven't already, you can go online and see the convention schedule at www.sdrealtor.org.

Plan to attend the events in Pierre, SD, September 14-16. The Dakotas CRS Chapter is hosting a breakfast and annual membership meeting. Please register for the breakfast by sending an email to

dakotacrs@ndrealtors.com.

There is no cost for the breakfast, but RSVPs need to be in by September 8, 2011. The Chapter is also sponsoring a three-hour course taught by Doug Devitre on Risk Management in Social Media. The class is free to paid Dakotas Chapter members. The cost for non-chapter members is \$40 (in addition to the convention registration).

The Chapter will be collecting donations (suggested \$5 per person) for flood relief efforts by the Red Cross.



Strategic Planning Session

All Chapter members are invited to attend the Strategic Planning Session. It is scheduled for Wednesday, September 14, in Pierre, SD. Join in the discussion where decisions are made regarding continuing education courses, rebate offering, web conferences, member benefits, and other items affecting the Chapter and its members.

What is a Strategic Plan? Simply put, strategic planning determines where an organization is going over the next years, 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, Mark Hess, will also be attending.

New Designees

Congratulations to the following REALTORS® who earned their CRS Designation in 2011!

Deb Nordby – Fargo, ND
Tom Wellin – Bismarck, ND
Amy Hanson – Grand Forks, ND
John Midthune – Moorhead, MN
Carrie Speer – Fargo, ND
Lori Doerr – Bismarck, ND

Keith Howard – McCook Lake, SD
Connie Osowski – Grand Forks, ND
Lillian Livingood – Cavalier, ND
Patti Hauschildt – Custer, SD



New Buddy Program

Bring a friend, save up to **\$100**

REGISTRATION FORM

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.

EVENT REGISTRATION

	with Buddy by Oct. 27	with Buddy by Dec. 8	with Buddy by Jan. 19	Solo
<input type="checkbox"/> CRS Designee, Member	\$520	\$545	\$570	\$620
<input type="checkbox"/> Non-member	\$620	\$645	\$670	\$720
<input type="checkbox"/> Lunch Thursday 1/19/12	\$45	\$45	\$45	\$45
<input type="checkbox"/> Lunch Saturday 1/21/12 (networking)	\$45	\$45	\$45	\$45

NOTE: Friday 1/20/12 lunch is included with registration fee.

Total \$ _____

Registration fee will include CRS Connect Workshops, a Meet & Greet Beer & Wine Reception, Education Sessions, Continental Breakfasts, Breaks and one Lunch.

*Buddy program cannot be combined with other offers or discounts. A separate form needs to be completed for each individual, and both forms need to be submitted together.
Online registration for Buddy program is not available.

WHO IS YOUR BUDDY

 First Name Last Name

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.

FOUR WAYS TO REGISTER

- Mail to:** Council of Residential Specialists
430 N. Michigan Ave., Suite 300
Chicago, IL 60611
- Online:** www.sellabration.com (solo registrants only)
- Fax to:** 312.994.6420
- Call:** 800.462.8841

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

CANCELLATION POLICY

- Please read carefully.**
- All cancellations must be made in writing.
 - All cancellations will be assessed a \$50 administration fee.
 - No refunds after January 6, 2012.

HOTEL RESERVATIONS

CRS has secured rooms at the Arizona Grand Resort

- Single Double

Room rates are at \$149 per night. Rates are exclusive of all taxes, currently 13.27%. 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 another registrant, please submit your registration forms together.)
 The deadline for hotel reservations is December 16, 2011. 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.

Slate of Candidates

The following members have been nominated to run for a seat on the Dakotas CRS Chapter Board of Directors. The election will be held at the General Membership Meeting on Wednesday, September 14, 2011 at 7:15 am, at the Best Western Ramkota, Pierre, SD.

For President – Faith Wendt (Rapid City, SD)



I have been an active, full-time agent for 15 years with Coldwell Banker LKH in Rapid City. I am excited to stay up to date on my education and professional designations, as I feel everything that I can do to help better myself will enhance the transactions and relationships with my clients. I feel that CRS has made some strong changes in the past few years, and I am honored to be a part of that future.

For President Elect – Vicky Matson (Fargo, ND)



Vicky is a broker associate with Park Co REALTORS® in Fargo ND, and also sold real estate in Mobridge, SD in the past. Vicky received the Park Co President's Award in 2010. She has served on local committees and volunteers with charities and her church. Vicky is married to Clayton, has 3 children, and 4 grandchildren.

For Secretary – Pat Kisely (Huron, SD)



Active since 1992 Pat is the broker owner of Pro Realty. She has been local and state REALTOR® of the Year. Pat has served on several Real Estate Commission task forces as well as local and state association committees, and all of the board offices including President several times. She also volunteers with several local charities.

For Treasurer – Diane Duchscher (Dickinson, ND)



I have been an active Real Estate agent/broker since 1996 and hold the CRS, ABR and GRI designations and also ND Certified Residential Appraiser. I am a co-founder /co-owner of Home and Land Company, Real Estate Professionals. I have been very involved in the Badlands Board of REALTORS® going through the chairs and serving two terms as president. I have also been an active participant in NDAR since 1997 serving on the RPAC, Political Affairs and Professional Development (education) committees.

For SD Director – Steve Coy (Rapid City, SD)



I first started in residential real estate July 2003. I earned the ABR, CRS, and GRI at the same time in 2005. Since then I have continued my studies and now also hold the CNHS, GREEN, SFR, CDPE designations. I started Coy's Home and Land Realty in July 2005. I service the Black Hills of South Dakota including Pennington Co, Meade Co, Custer Co, Lawrence Co, Butte Co, and Fall River Co. I believe the best way to service your clients is to be knowledgeable of real estate business through studies and experience.

For ND Director – Sharon Lunski (Grand Forks, ND)



I started in real estate in April of 1986. I am currently an agent with Coldwell Banker Forks Real Estate which is under new ownership with Paula Polasky and Patsy Dombovy. In 1994 I became a CRS and the education received thru the CRS classes and the agents networked with are topnotch and the best in the business. I am the mother of 5 grown adults and wife of a small family farmer. I work in residential, new construction and farm properties.



Council of Residential Specialists

DAKOTAS CHAPTER

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Calendar of Events

- September 14-16 REALTOR® Convention of the Dakotas, Pierre, SD [Click here](#)
- October 12-13 CRS 205: Financing & Tax Advantages, Grand Forks, ND [Click here](#)
- October 24-25 Ninja Selling, Pierre SD [Click here](#)
- November 9-12 Annual REALTORS® Conference & Expo, Anaheim, CA [Click here](#)




NATIONAL
ASSOCIATION of
REALTORS®



November 11-14, 2011 • ANAHEIM

Your 2011 Dakotas CRS Chapter Board of Directors

 <p>President Ninetta Wandler Everett Real Estate Dickinson, ND 701-225-8183 Email</p>	 <p>President Elect Faith Wendt Coldwell Banker LKH Rapid City, SD 605-342-2247 Email</p>	 <p>Secretary Vicky Matson Park Co, REALTORS® Fargo, ND 701-237-5031 Email</p>
 <p>Treasurer Pat Kisely Pro Realty Huron, SD 605-352-5962 Email</p>	 <p>ND Director Diane Duchscher Home & Land Company Dickinson, ND 701-483-6789 Email</p>	 <p>SD Director Steve Coy Coy's Home and Land Rapid City, SD 605-209-4738 Email</p>
 <p>Past President Carol Lawhun Century 21 ClearView Rapid City, SD 605-721-1257 Email</p>	 <p>Regional Vice President Mark Hess Realty Executives Lawrence, KS 785-979-4663 Email</p>	 <p>Administrators Moni Krantz/Jill Beck Bismarck, ND 701-355-1010 800-279-2361 Email</p>