



Dakota CRS Chapter Newsletter Fall 2006

Convention News

This year's North/South Dakota State Association Convention will be held in Fargo, ND September 13-15 at the Holiday Inn and Convention Center.

September 13: CRS Day

11:30-1:30 CRS Luncheon/Business Meeting If you are coming for the luncheon from 11:30-12:15 **You will need to make a reservation by emailing: DakotaCRS@aol.com by September 11th.** The cost of the luncheon is \$15.00..exact change would be appreciated. We'll have a place reserved for you! If you want to attend just the business meeting then please be present from 12:15-1:15. The luncheon and meeting will be held in the Frontier Room. This is a new event to honor the annual CRS of the Year recipient and to install the new officers for 2007. Ed Hatch will give a luncheon presentation!

2:00-5:00 CRS Education Event—Free to DAKOTA CRS Members Friendly Persuasion 3 Hours Elective CE in the Dakota Hall



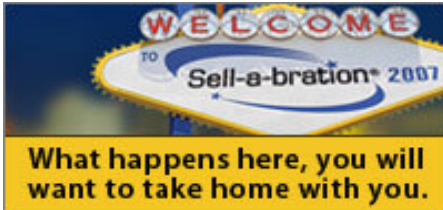
Ed Hatch, CRS

It's a real treat to have Ed Hatch as our featured speaker this year. His topic **Friendly Persuasion** is more important than ever now in a market where expert negotiating is a key to getting offers put together.

Since being licensed in 1977, Ed has been in many different facets of the real estate industry. He has been a CRS instructor since 1985 and served as the Council's national president in 1998. Ed was one of the first CRS instructors to travel to South Africa to present the CRS Courses there. He co-authored the CRS 200: Business Planning and Marketing for the Residential Specialist and the CRS 210: Building an Exceptional Customer Service Referral Business. Ed is from the Annapolis, Maryland area and brings great wit and insight to all of his presentations. His negotiating talents have long been an envy of those who served with him at the national council level...and now it's your turn to learn from a master. Don't miss this opportunity to hear Ed Hatch!!

If you are a DAKOTA CRS Chapter Member, your VIP Pass to this event is being emailed to you. Print it and bring it along to avoid standing in line to get into the class. If you haven't paid your 2006 dues, the time to do it is now. See the insert form. VIP Passes will be emailed on September 8th.

CRS Convention Booth News



Stop by Booth #26

The Yearly CRS Sell-a-bration will be held at the MGM Grand in Las Vegas Jan 31– Feb 2. A great line-up of speakers and entertainment will be yours...for FREE!!! IF you win the prize drawing at the CRS booth during the state convention. Come find Booth #26 to register to win. Last year's recipient Maxine Hawk, Sioux Falls, had a great time at her very first Sell-a-bration! The drawing will be held at the Friday morning Brunch, Sept 15th. So don't forget to sign up!

Need luggage tags? Once again the CRS Chapter will be laminating your business cards for that perfect luggage tag!



Membership does have it's benefits!

The Dakota CRS Chapter has always offered the free class to it's members at the state convention. This year, we decided to offer 'yet another benefit' to the members in conjunction with CRS courses being held in the area.

June 21st Chuck Bode presented a great program for the Eastern South Dakota CRS after the 2 day CRS 201 course. 20 members attended and the great news...we got 8 new members at the 201course.

MARK THESE DATES ON YOUR CALENDAR!



November 15th Spearfish, SD 2-5 pm (Location TBD)

Chuck Bode will again present his program, Representing Sellers in Today's Changing Environment. Approved for 3 hours elective CE.



October 11th Mandan, ND 9-12 (Location TBD)

Mike Selvaggio, current Financial VP of the CRS, and CRS instructor will present Creating Your POD (Point of Difference) CE applied for

These two courses are only open to CRS Chapter Members....and they are FREE!

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Dakota CRS Chapter President 2005, Bill Conkling passed away on July 26th in Yankton, SD. Bill was serving as the President of the South Dakota Association of REALTORS at the time of his passing. A Yankton REALTOR since 1988, Bill had been involved in real estate education for years both locally and on the state level. Bill's wife, Sherry and son, Bill, Jr. are also in real estate at ReMax Acacia Real Estate. Bill's dedication to the real estate industry will be missed not only by the associations he supported but also by his clients and friends. Condolences may be sent to Sherry Conkling, 909 Broadway Ave, Suite #9, Yankton, SD 57078.

Election of Officers for 2007:



President: Diana Zietz, CRS
Continental Real Estate, Dickinson, ND
dzietz@crealestate.com



President-Elect: Bruce Curington, CRS
Rossum & Neil Real Estate, Rapid City, SD
BruceCurington@rushmore.com



Secretary: Sandy Meyer, CRS
Crary Real Estate, Grand Forks, ND
getsandy@polarComm.com



Treasurer: Sue Cramer, CRS
Real Estate Center, Spearfish, SD
suecramer@suecramer.com



Director for ND & Membership Chair:
Ninetta Wandler, CRS
Everett Real Estate Inc, Dickinson, ND
wan@mail.ctctel.com



Director for SD & Education Chair:
Ellie Everson, CRS
Fisher Rounds and Associates,
Mitchell, SD
ellie@mit.midco.net



Past President: Marcie Roggow, CRS
Creative Learning Concepts, LLC
Sioux Falls, SD
Marcie@MarcieRoggow.com

The nominating committee is pleased to present an outstanding Slate of Officers for the Dakota CRS Chapter. The annual election of officers and installation will be at the noon luncheon, Sept. 13. Nominations will be accepted from the floor for any of the above positions except for President.

Your officers need your help!

Having an association that covers two states is difficult since there aren't regular chapter meetings. But the chapter is stronger because of its members. This year the chapter needs volunteers who are willing to work on committees and increase the CRS awareness in each of the states. If you can commit just a small amount of time to helping the chapter either with Membership, Education/Program, or Convention committees please let Diana Zietz know. dzietz@CREalestate.com

Also, if you would like to recommend a project to qualify for Chapter with a Heart please let the officers know. We are looking for new ways to serve the communities that we live in and would love to have a project for every community that is served by a CRS member.

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Chapter with a Heart Promotion:

Yearly every CRS Chapter nationwide is given the opportunity to contribute in a meaningful way to their communities. Our chapter for many years now has contributed toiletries to many needy causes. As our members travel, they collect the toiletries from their hotel rooms that go unused and provide them to homeless or other shelters. Again this year, in Dickinson, ND that tradition continued which enabled our chapter to again receive the Chapter with a Heart Award. The Dickinson members of the Dakota Chapter of CRS along with the affiliates of the Badlands Board of REALTORS and Bath and Body Works recently donated \$1,200 in toiletries and cash to the Dickinson Domestic Violence and Rape Crisis Center.



*Making the presentation were CRS members:
Don Schmeling,
Diana Zietz,
Muriel Hurt,
(Domestic Violence & Rape Crisis Center
Gloria Fichter),
Ninetta Wandler,
(DVRCC Amber Leintz),
Diane Duhscher,
Shirley Dukart
and Doris Hoff.*

**Dakota CRS Chapter
3209 W Woodcrest Way
Sioux Falls, SD 57105**

**See you September 13th in
Fargo for the Free CRS
education session with Ed
Hatch! Make sure your dues
are paid!**