

May 2009

Hope all of our CRS members are enjoying a good healthy real estate market. For the ones that attended Pat Zaby's class, in April the information he taught on the course "Marketing with Outlook", will be very useful. The class had over 75 people in attendance in Bismarck and I am happy to announce that the Dakotas Chapter CRS made money on the event. Thanks Moni and Jill getting information out to everyone.

Last week, Carol and I attended the CRS mid year conference in Washington DC. The conferences helped to get a better understanding of what is happening across the nation. Many of the CRS chapters are loosing members mainly because REALTOR members have declined. There was discussion on a survey that was taken from members and students. The survey indicated that our members want education courses, but would prefer more 1 day courses rather than 2 day courses. National CRS will be looking into ways this can be implemented.

On March 31, 2009, was the grace period for late payment of CRS dues, which were due December 31, 2008. If there are members using the CRS logo on ads, business cards or ANY advertising, they will be asked to remove the CRS logo by national CRS. The CRS considers it a copyright infringement. (*One state commission took away a real estate license for misrepresentation and fraud.*) If you know of someone using the CRS without permission, please contact the CRS. If there are past members that want to join CRS again, it is very simple. The old member pays \$175 and \$50 goes to the state. I can get forms out to old members. We'd love to have them back.

With all the talk of declining membership across the nation, North Dakota and South Dakota have a much larger percentage. The national average of CRS members is 4% nationwide, however, in the Dakotas, we have a 16% CRS membership. If you have not joined the Dakota chapter, please do so soon. Remember this year, you get into the luncheon (RSVP), discount of CRS course and you get a free course at the State Convention in Watertown. Besides this, you get into the Dakota web site and the opportunity for referrals. As they reminded us in Washington, CRS agents average \$100,000 more in income than non CRS members. Now that should make you want to keep your CRS membership! Remember to send \$30 to Dakota CRS ASAP

Please go to the CRS web site at www.CRS.com and look at your profile. You may need to update it. The web site shows the classes that you have taken in the past 3 years. Many of the old classes have been updated and you may want to consider taking some of the classes over. One CRS member said she took the listing class again this year and has tripled her business. CRS education is the best in real estate so remember you can take classes over.

Thank you for allowing me to represent the Dakota Chapter in Washington DC. Thanks again to Jill and Moni for making my job easy. They are the best.

Sandy Meyer, Chapter President