

Executive Committee Meeting

1:30 - 3:00 PM Tuesday, June 12, 2018
SDAR Office, 2302 Patron Parkway, Pierre, SD

AGENDA

Current as of May 23, 2018

- ◆ Call To Order
- ◆ Roll Call
- ◆ Minutes
 - January
 - May Conference Call
- ◆ Treasurer's Report
 - Financial Statements 4/30/18 (mailed)
 - Financial Statements 5/31/18 (provided at meeting)
 - General Account Investment Schedules 4/30/18 & 5/31/18
 - Supplemental Financial Statements 5/31/18
 - RPAC/Issues Mobilization/Legal Defense/REALTOR® Foundation
- ◆ Unfinished Business
 - Update on Association Facility Project
 - Draft Association Facility Rental Policy
 - Organizational Standards Compliance Report
 - State Association Logo
- ◆ New Business
 - SDAR Strategic Plan Review
 - 10K Research Statewide Housing Statistics Information
 - 2019 Leadership Academy
 - SDAR 75th Anniversary Celebration Ideas for 2019
 - Special Logo for Convention; Capitol Christmas Tree; Past President's Panel; Special Newsletter; Logo Branded Products / Clothing;
- ◆ Additional Information
 - 2018 PSF Fundraising Campaign Reports
 - 2018 Presidents Cup Status Report
 - 2018 REALTOR® Convention of Dakotas
 - Registrant List & Schedule
 - NAR REALTORS® Convention & Trade Expo
 - Registrant List & Standard Meeting Schedule
 - 2018 Local Board Visit Requests
 - SDAR Financial Audit – Week of July 9th
 - SDAR Budget Meeting – Wednesday, July 25th
- ◆ Future Meeting Date
 - September 2018

EXECUTIVE COMMITTEE MEETING

Tuesday, January 30, 2018

SDAR Office, Pierre, SD

PRESENT: Bart Miller, Angie Uttecht, David Kneip, Bud Hannah, Joan Cota, Kyle Lalim, Tom Rau

EXCUSED: None

SDAR STAFF: Michelle Kleven, EVP

CALL TO ORDER AND ROLL CALL

President Bart Miller called the meeting to order at 1:48 p.m. with a quorum declared as present. The roll was called with seven (7) members recorded as present.

MINUTES

The minutes of the October 2017 meeting was sent to the committee members with their meeting notice. A motion was made and seconded to approve the minutes as written. The motion carried.

TREASURER'S REPORT

Financial Statements

The December 31, 2017 financial statements for the SDAR operating account were mailed to all committee members in advance of this meeting. The December 31, 2017 financial reports for the RPAC Escrow account, Issues Mobilization account, Legal Defense Fund account and the South Dakota REALTORS® Foundation account were distributed to the committee members at the meeting.

The cash balance on hand in the operating account as of December 31, 2017 was \$570,411.28. Total fixed assets were recorded at \$706,082.82 with total liabilities recorded at \$246,119.48. The current year surplus of income over expenses \$55,388.34. REALTOR® dues collected were recorded at 109.8% of the budgeted income with Affiliate dues collected at 106.49%. The Association's financial position reflects 107.16% of total budgeted income collected while expenses paid reflects 92.24% of total budgeted expenses. A motion was made and seconded to accept the Treasurer's report subject to annual audit. Motion carried.

Investment Schedules

The December 31, 2017 investment schedules were included in the Committee's packets. It was noted that there is a balance in the amount of \$100,000.00 for the unrestricted reserve account with \$240,000.00 allocated to the restricted reserve account. After further review, the reports showed the amount of investments earned at \$1,814.16 and has reached 106.7% of the total budgeted.

Supplemental Financial Statements

The supplemental financial statements as of December 31, 2017 were reviewed for the RPAC Escrow account, Issues Mobilization account, Legal Defense Fund account and the South Dakota REALTORS® Foundation account.

UNFINISHED BUSINESS

Association Building – Director Tom Rau provided an update and report on the progress of the new construction of the building. He also discussed the remaining items left to finalize including the landscaping; signage and furniture for the reception and lobby areas.

Finishing Touches Fundraising Project – As the new state association office building comes to a close, the members of the committee discussed implementing a fundraising project similar to a prior one when the Association purchased its first office in Pierre in the early 1990's. It was an opportunity for individuals, brokerage firms and local boards/associations to provide financial support to the association for items like office furniture; filing cabinets; etc. It was determined to not pursue this option.

DRAFT Association Facility Rental Policy – A draft policy regarding renting the association's facility to the public was reviewed. The draft will continue to be a work in progress and will be finalized at a future meeting.

Organizational Standards 3rd Cycle Compliance Report – The SDAR staff provided the members of the committee with the certification report identifying that all ten (10) local associations met certification with the organizational standards criteria. In addition, each member received a copy of the NAR Core Standards Fourth Compliance Cycle Guide.

NEW BUSINESS

2017 Surplus/Deficit Transfer – A motion was made and seconded to transfer the 2017 surplus/deficit of the general operating account to the reserve account. Motion carried.

Association Logo – With the association nearing completion of a new association office, it was determined to have a new logo created to utilize in new marketing/branding and for the redesigned website also. The website task force was charged with developing a logo and providing their recommendations to the members of the Executive Committee for final consideration and approval. The recommendations from the task force were reviewed and the staff were directed to contact the designer to request that a brighter color palette be added for review.

Review of 2018 National RPAC Goals – The members of the committee were provided with a copy of the 2018 NAR RPAC Triple Crown and President's Cup Award criteria. This year, there are changes to the types of activities that must be completed to meet the Advocacy Goals with no change to the RPAC Goals remaining in the same categories. It was reported that SD REALTORS® submitted a state goal for RPAC investments in the amount of \$122,000.00 to NAR.

Statewide Statistics Provider – SDAR staff received notice from the Iowa Association of REALTORS® that effective June 2018, they would no longer be providing the statewide statistics through Techmark Stats service.

President Miller reported to the members of the Committee that he, President Elect Uttecht and CEO Kleven met with Real Estate Commission staff and discussed working together on issues for real estate teams; broker trust accounts and professionalism.

ADDITIONAL INFORMATION

2017 Year-End PSF Fundraising Reports – The December 15, 2017 PSF Fundraising reports were distributed to the members of the committee. They indicate that a total of \$131,934.77 has been collected among the three categories of RPAC, PSF and Issues Mobilization.

2018 PSF Fundraising Reports – The January 31, 2018 PSF Fundraising reports were distributed to the members of the committee. They indicate that a total of \$18,209.00 has been collected among the three categories of RPAC, PSF and Issues Mobilization.

Legislative Appreciation Night Duties – The committee members were provided with the list of the assignments and work duties for the annual legislative appreciation/chili-oyster stew event.

2018 Region 8 Retreat – President Miller reminded everyone about the dates of the Region 8 Retreat scheduled to be held in Sioux Falls on April 19-20, 2018. RVP Dewey Uhlir will be hosting the annual retreat for the five-state leadership teams and has extended invitation to each state association to determine their number of attendees to the meeting.

NAR REALTORS® Legislative & Trade Expo Meeting – The members of the committee were provided with the tentative meeting schedule for the meetings, in addition to the dates for the Hill Visits was announced as Wednesday, May 16, 2018 with the South Dakota Night Out dinner scheduled for following the Hill Visits.

The next meeting of the Executive Committee will be scheduled during the Association's business meetings in June 2018 in Pierre.

The meeting of the Executive Committee was adjourned at 3:42 pm.

DRAFT – South Dakota REALTORS® Facility Rental Policies

as of May 30, 2018

1. Facility rentals are available for SDAR local member boards, NAR affiliated organizations, and general public for business and professional use.
2. The building is a smoke-free environment.
3. The facility's conference room may be rented in its entirety or by one-half of the conference room. The facility rental fee for the conference room in its entirety is \$250.00. The facility rental fee for one-half of the conference room is \$125.00.

The facility rental fee for the Association's member boards will be as follows: the facility rental fee for the conference room in its entirety is \$150.00. The facility rental fee for one-half of the conference room is \$75.00. Please note that there may be two events happening on the same date and time.

4. To reserve meeting space within the conference room, remittance of the facility rental fee and completion of the Facility Event Space Rental Agreement must be returned to the Association office. An executed copy of the Agreement will be provided to the Renter.
5. Outside catering is acceptable and may be brought into the conference room at Renter's expense. However, renters are responsible for all clean up. Any users that do not leave the room in a clean condition upon vacating, cleaning deposit will be forfeited. A non-refundable cleaning deposit of \$ _____ is due upon reservation.
6. Failure to properly secure the building upon vacating may result in restrictions on future usage. All lights, coffee pots, AV equipment and microphones should be turned off.
7. In the event that Renter fails to pay the balance due within the time period agreed upon in this contract, an additional \$50.00 per day shall accrue upon the unpaid balance until it is paid. Renter shall also be liable to owner for any legal fees, court costs, and other expenses associated with collection.
8. Renter will be liable for any physical damages, legal actions, and/or loss of reputation or business opportunities that Owner may incur as a consequence of the actions of Renter or any of Renter's guests while Renter is in control of the facility event space and shall indemnify and hold harmless the Owner against any and all legal actions which may arise from Renter's use of the venue.
9. The Association reserves the right to give first usage priority to its own schedule of meetings, educational offerings, committees, subcommittees, task forces and affiliated institutes and societies.
10. Reservations will be fully refunded if written cancellation is received at least seven (7) days prior to the date of the function. There will not be a refund of the facility rental fees for cancellations made within (less than) the seven (7) calendar days prior to the date of the function.
11. Prices are subject to change.

DRAFT - Facility Event Space Rental Agreement

as of May 30, 2018

This contract for the rental of facility event space made this ____ day of _____ (month), 20____, by and between South Dakota Association of REALTORS®, hereafter referred to as the “Owner”, and _____, hereafter referred to as the “Renter”.

Whereas, the Renter desires to temporarily rent, occupy, and make use of the Owner’s facility, located at 2302 Patron Parkway and known as South Dakota Association of REALTORS®, Inc., and

Whereas, the Owner agrees to such rental, occupation, and use in consideration of certain payments and covenants herein enumerated;

Now, therefore, the parties agree to the following terms and conditions:

1. The Renter shall pay to the Owner a non-refundable deposit in the sum of \$ _____ no later than 30 days before the commencement of the rental period.
2. The Renter shall have access to and use of the Association’s facility from _____ o’clock on _____, to _____ o’clock on _____, for the purpose of hosting the Renter’s (insert name of event) _____ event. Owner shall provide to Renter all keys, access control codes, and other items necessary to give Renter such access no later than two (2) days preceding the date of the event.
3. The full rental fee for the use of the Owner’s facility described in (2) above shall be \$ _____. The balance of the rental fee due, less the non-refundable deposit described in (1) above, shall be payable to the Owner upon the expiration of the rental period described in (2) above.
4. Renter shall remove all personal property, trash, and other items that were not present in the facility event space when Renter took control of it.
5. Upon Renter’s completion of his/her obligations under (4) and (5) above, the Owner shall return to Renter the security deposit minus any amounts deemed necessary to repair damages inflicted upon the facility event space by Renter and/or Renter’s associates, guests, invitees, contractors, and all other persons whatsoever who enter the facility event space during the rental period, whether or not such persons did so with Renter’s knowledge or consent.

6. In the event that Renter fails to pay the balance due within the time period agreed upon in this contract, an additional \$50.00 per day shall accrue upon the unpaid balance until it is paid. Renter shall also be liable to owner for any legal fees, court costs, and other expenses associated with collection.

7. Renter will be liable for any physical damages, legal actions, and/or loss of reputation or business opportunities that Owner may incur as a consequence of the actions of Renter or any of Renter's guests while Renter is in control of the facility event space and shall indemnify and hold harmless the Owner against any and all legal actions which may arise from Renter's use of the venue.

8. Any disputes arising under this contract shall be adjudicated in the Owner's local jurisdiction.

In witness of their understanding of and agreement to the terms and conditions herein contained, the parties affix their signatures below.

Renter's Signature, date	Owner's Signature, date
Printed Name	Printed Name
Address	Address
City, State, Zip Code	City, State, Zip Code

SD REALTORS



1944

75

2019

ANNIVERSARY



SOUTH DAKOTA REALTORS® LEADERSHIP ACADEMY

2018-2019 LEADERSHIP ACADEMY

APPLICATION FORM

Leadership development is an essential element in the process of improving our Association and profession. The South Dakota Association of REALTORS® administers its “South Dakota REALTORS® Leadership Academy” to identify emerging REALTOR® leaders in the state, encourage them with motivational activities, and assist in sharpening their leadership skills in the hope they will exert strong positive influence on the future of the Association and profession.

The participants work together in a training course which combines individual study, group session, and actual project experience in using leadership skills. Training sessions include identification of leadership skills, team building exercises, procedures for goal setting, personal profile analysis, network building, and improving communication skills.

The objectives of the South Dakota REALTORS® Leadership Academy are:

- ▶ To train participants by developing leadership skills.
- ▶ To motivate participants by:
 - *Increasing awareness of real estate and association management issues and challenges;*
 - *Involvement in problem solving activities on issues of current interest; and,*
 - *Provide a network of leaders across South Dakota, actively involved in improving our Association and profession.*

MISSION

Our mission is to gain new insight into the association’s goals and aspirations, increase your effectiveness when working with peers and staff, and to improve communication skills and negotiating techniques. Our goal is to discover how you can contribute to the success of our State Association.

SELECTION CRITERIA

Participation in SDRLA is open to all REALTOR® members of the South Dakota Association of REALTORS®. A maximum number of fifteen applicants will be accepted to participate in the program. The composition of the fifteen applicants shall give reference to one applicant per each of the ten (10) local associations in addition to five (5) at large applicants. In the event, a local association does not have an applicant; this position may be filled from the at large applications. The remaining at large applicants will be selected based upon their written application. Applicants that are not selected are encouraged to reapply at future programs. Participants are chosen by an anonymous selection committee based upon the information in this application. The Committee seeks applicants who plan to serve in local and/or state leadership within the next 2-3 years.

APPLICATION PROCEDURE

Tuition for the program is \$500, and MUST BE PAID IN FULL PRIOR TO THE FIRST SESSION. A payment plan is available in installment payments and **MUST BE PAID IN FULL PRIOR TO THE FIRST SESSION.** This payment includes the training sessions, meals during the sessions and instructional materials. Additional costs to participants will include transportation from home to the meeting site. SDAR will incur the hotel accommodations during any sessions (possible minimal expenses may be incurred during field exercise phase of the program). Application forms should include as much information as possible. However, answers should be limited to the space available. Deadline for application is **August 15, 2018.** ***NO LATE APPLICATIONS WILL BE ACCEPTED.***

MAIL COMPLETED APPLICATION BY AUGUST 15, 2018 TO:

South Dakota Association of REALTORS®

PO Box 1175, Pierre, SD 57501 • (605) 224-0554 or (800) 227-5877





2018-2019 LEADERSHIP ACADEMY APPLICATION FORM



INSTRUCTIONS

Type or print in black ink (NOTE: Applications that are illegible or that have any unanswered questions won't be considered). Please complete each section *fully* but limit answers to the available space. Application must be signed and returned by **August 15, 2018**. Application should contain a recent photograph suitable for use in publications and for publicity.

PERSONAL:

FULL NAME: _____

NICKNAME IF PREFERRED: _____ AGE: _____ GENDER: MALE FEMALE

HOME ADDRESS: _____

LOCAL BOARD OR ASSOCIATION: _____

FIRM NAME: _____

BUSINESS ADDRESS: _____

HOME PHONE: _____ CELL: _____

BUSINESS PHONE: _____ FAX: _____

E-MAIL ADDRESS: _____

EDUCATION: (Begin with high school, colleges, degrees, and/or specialized training):

	<u>Name and Location of School</u>	<u>Dates (from-to)</u>	<u>Degree</u>	<u>Major</u>
1.	_____	_____	_____	_____
2.	_____	_____	_____	_____
3.	_____	_____	_____	_____

Extracurricular Activities: _____

COMMUNITY INVOLVEMENT: Include community, political, government, social, athletic, or other activities. Do not include business/professional activities.

Organization: _____

Assignment/Position: _____ From-to: _____

Describe your role: _____

Organization: _____

Assignment/Position: _____ From-to: _____

Describe your role: _____

Organization: _____

Assignment/Position: _____ From-to: _____

Describe your role: _____



2018-2019 LEADERSHIP ACADEMY APPLICATION FORM

What do you consider your most important accomplishment in one of the above organizations and why: _____

How much time each month do you commit to volunteer work: _____

REAL ESTATE EXPERIENCE:

YEAR LICENSED: _____ LENGTH OF SOUTH DAKOTA RESIDENCE: _____

REAL ESTATE SPECIALTY (RESIDENTIAL, COMMERCIAL, APPRAISAL, ETC.) - - LIST ALL THAT APPLY:

Present Firm: _____

How Long: _____ Full Time or Part Time

Title or Responsibility: _____

Briefly describe your responsibilities in your job: _____

List previous work experience in chronological order (from most recent to earliest), and include any military duty:

	<u>Organization/Firm</u>	<u>Title/Responsibility</u>	<u>From-to</u>
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____

What do you consider your highest career achievement to date, and why:



2018-2019 LEADERSHIP ACADEMY APPLICATION FORM

REALTOR® INVOLVEMENT: Include local, state, or national REALTOR® groups, MLS or other real estate areas.

Organization: _____

Assignment/Position: _____ From-to: _____

Describe your role: _____

Organization: _____

Assignment/Position: _____ From-to: _____

Describe your role: _____

Organization: _____

Assignment/Position: _____ From-to: _____

Describe your role: _____

Organization: _____

Assignment/Position: _____ From-to: _____

Describe your role: _____

If you have additional real estate organization involvement, please describe briefly: _____

What kinds of volunteer activity in the real estate industry would you like to become active with in the future?

If you have not had the time or interest to become actively involved, what conditions have changed that now enable you to seek involvement in the REALTOR® association? _____

What role do you believe REALTORS® should play in the political affairs of your city or in the state of South Dakota? _____

List any State or national REALTOR® conventions you have attended and the approximate date: _____



2018-2019 LEADERSHIP ACADEMY APPLICATION FORM

Do you contribute to RPAC? Why or why not? _____

List the education classes you have completed within the past year: _____

Real Estate Designations Earned:

GENERAL INFORMATION: One of the goals of the South Dakota REALTORS® Leadership Academy is to build a network of Association leaders who can enhance their problem-solving and other leadership abilities through shared perspectives and working together.

What do you feel are the most significant challenges facing the real estate profession today: _____

What do you feel needs to be done about one of these issues: _____

What do you feel are the three most significant issues facing the South Dakota Association of REALTORS® today: _____



2018-2019 LEADERSHIP ACADEMY APPLICATION FORM

What specific skills/knowledge do you hope to gain from participation in the South Dakota REALTORS® Leadership Academy: _____

TUITION: If accepted into the South Dakota REALTORS® Leadership Academy, you will receive notification of acceptance and information regarding payment of the \$500 tuition fee. Tuition MUST BE PAID IN FULL PRIOR TO THE FIRST SESSION. Tuition covers each training session, meals during the sessions and instructional materials for each session. Additional costs to participants will include transportation from home to the meeting site. SDAR will incur the hotel accommodations during any sessions (possible minimal expenses may be incurred during the field exercise phase of the program). **NOTE: YOUR TRAVEL COSTS ARE NOT COVERED BY THE ACADEMY. Full Tuition Payment is DUE PRIOR TO THE FIRST SESSION.**

ATTENDANCE: To graduate from the South Dakota REALTORS® Leadership Academy, a participant must attend and complete all sessions. These dates are subject to change based on speaker and hotel availability. Exact dates and locations to be determined after applicants have been selected and notified.

- RETREAT 1: October: During the Professional Development Conference in Pierre - NAR Leadership 200 & 300 courses. *(Course is a separate fee from the Leadership Academy tuition fee.)*
- RETREAT 2: January/February: Capitol Hill & Chili Oyster Dinner -
- RETREAT 3: April:
- RETREAT 4: June:
- RETREAT 5: September: During Convention in Deadwood— GRADUATION

COMMITMENT: I understand the purpose of the South Dakota REALTORS® Leadership Academy program, and if selected I will devote the time and resources necessary to complete the program. Even though emergencies arise, any participant unable to attend any one session, for any reason, is NOT eligible for REFUND of tuition fee. I understand the above commitments and agree to be bound by them in signing this application:

Print Name: _____

Applicant Signature

Date

2018 NAR President's Cup Award Goals & Status Report

May 31, 2018

Advocacy Goals	NAR Goal	SDAR # Active	% of NAR Goals
1 Minimum Call For Action Response Rate Goal	20%		
CFA #1 -	20%	1174	0.00%
CFA #2 -	20%	1143	0.00%
2 Host Voter Registration Event	1		0.00%
3 Increase the number of REALTOR® Party Mobile Alert Subscribers based on state membership	437	488	111.67%
Select 1 of the following for Broker Involvement Program to meet:			
4 Host state broker meeting w/Broker Council member or REALTOR Party Liaison speak to membership about advocacy and member engagement	1	1	100.00%
OR			
Utilize Brokers on State Broker Call for Action	1	0	0.00%

2018 NAR President's Cup Award Status Report

May 31, 2018

RPAC Goals	NAR Goal	Hard \$\$\$ Investments	Soft \$\$\$ Investments	% of NAR Goals
1 State's National Fundraising Goal	\$122,000.00	\$47,297.00	\$6,000.00	43.69%
		Amount to Reach Goal	\$68,703.00	
2 State RPAC Federal Receipts Goal	\$10,952.00	\$10,586.71		96.66%
3 % Member Participation	37%	1902	416	21.87%
		710 Total # Investors to Reach Goal		
4 Major Investor Goal - 1% of membership	18		11	61.11%
5 President's Circle Goal - 10% of Major Investors	2		6	300.00%

RISE ABOVE

REALTOR® CONVENTION OF THE DAKOTAS 2018

Registration List as of 5/23/18

1 Craig Mickelson	Aberdeen	31 Dawn Aspaas	Sioux Falls
2 Cartor Carlson	Aberdeen	32 Joan Cota	Sioux Falls
3 C Scott Johnston	Aberdeen	33 Beth Jamison	Sioux Falls
4 Lorna Johnston	Aberdeen	34 Rick Trapp	Sioux Falls
5 RaeAnn Thompson	Brookings	35 Cissy Buhler	Sioux Falls
6 David Kneip	Brookings	36 Joan Cota	Sioux Falls
7 Kari Westlund	Brookings	37 Thomas Murphy	Sioux Falls
8 Gayle Chapel	Brookings	38 Bud Hannah	Spearfish
9 Laurie Smith	Huron	Brandy Purcell Hart-	
10 Patricia Kisely	Huron	39 man	Spearfish
11 Michelle Chenoweth	Huron	40 Kimberly Kremlacek	St Brandon
12 Rose Kluth	Huron	41 Michelle Maloney	Vermillion
13 Angie Uttecht	Huron	42 Kyle Lalim	Watertown
14 Michelle Kleven	Pierre	43 Dave Fuchs	Watertown
15 Dana Holben	Pierre		
16 Pam Heiberger	Rapid City		
17 Stuart Martin	Rapid City		
18 Lisa Mueller	Rapid City		
19 Bart Miller	Rapid City		
20 Carol Lawhun	Rapid City		
21 Scott Lawhun	Rapid City		
22 Kristen Gulson	Sioux Falls		
23 Brandon Martens	Sioux Falls		
24 Jeff Nelson	Sioux Falls		
25 Gregg Gohl	Sioux Falls		
26 Brad Stearns	Sioux Falls		
27 Mike Dressier	Sioux Falls		
28 Jim Costello	Sioux Falls		
29 Matt Larson	Sioux Falls		
30 Ryan Breitling	Sioux Falls		

REGISTRANT INFORMATION

Name: _____ Date of registration: _____
 NRDS Number (if known): _____
 Company Name: _____
 Company Address: _____
 Address (billing address of credit card): _____
 City: _____ State: _____ Zip: _____
 Contact phone: _____
 Email: _____
 Local Board: _____ License #: _____

REALTOR® Registration (Jan 1st - June 30th, 2018)	\$210 _____
REALTOR® Registration (July 1st - Sept. 3rd 2018)	\$250 _____
Golf (Minot Country Club)	\$125 _____
Downtown Activity	Total of 2 activities & lunch _____
Bowling (North Hill Bowl)	\$15 _____
Non-Licensed Spouse/Guest	\$100 _____
Total	\$ _____

Please indicate if you have a disability requiring special services at this event.
 Provide a description of your specific needs: _____

Check Payable to Minot Board of Realtors Convention 2018
 Send to: 212 S. Broadway, Minot, ND 58701 - with registration forms.

Credit Charge my card (MasterCard__) (Visa__) (Discover__)
 Card # ____ - ____ - ____ - ____ Exp. Date ____ - ____ CSC _____

Register online @ www.2018ConventionoftheDakotas.com

Authorized Signature: _____

Refund Policy: With a written cancellation before or by close of business on June 30, 2018, the Minot Board of REALTORS® will refund your registration fee minus \$40.00 administrative processing fee. After June 30, 2018, one-half of the registration fee will be refunded. No refunds available after August 1st, 2018. No shows will not be refunded. All refund request will be processed following the convention.



2018 CONVENTION HOTEL INFORMATION



HOTEL BLOCK INFORMATION

Attention NDAR and SDAR Board of Directors and Association Executives: Your hotel rooms are reserved in a block at the Grand Hotel. You will be notified when to contact the hotel to confirm arrival and departure dates and to guarantee your room with a credit card. Please wait for your notification to call to confirm your room.

HEADQUARTER HOTEL: Grand Hotel \$85 +tax / night

Contact: 701-852-3161 | P.O. Box 777, 1505 North Broadway, Minot, ND 58703

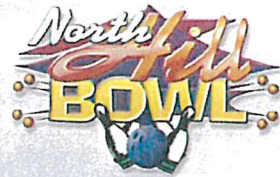
OTHER NEARBY HOTELS WITH CONVENTION RATES:

Hampton Inn & Suites \$85.00 +tax / night *release date August 1st, 2018*

Contact: 701-838-1400 | 1400 N. Broadway, Minot, ND 58703

TUESDAY NIGHT ACTIVITY:

North Hill Bowl 7-9:30pm | Cost \$15 for 2.5 hrs of bowling



SPEAKERS:



Maura Neill

is a second-generation REALTOR® and active agent with RE/MAX Around Atlanta who combines her love for the industry with her passion for education. As a

social media and technology devotee, Maura speaks nationally on real estate technology, building your business via social media, customer service, and client retention. A lover of all things Atlanta, Maura lives in Johns Creek, Georgia, with her husband Ben, their Beagles Charlie, Maddie, and Jarvis, and a cat who wishes to remain anonymous.



Marcie Roggow

ABR/M, CCIM, CRB, CRS, DREI, GRI, SRS Real Estate Educator, Real Estate Developer/Investor, Association Committee Junky, Expert Witness, Author, and Fun Loving Mom and Grammy ... all

describe Marcie on a daily basis. "Energetic, enthusiastic about her topic, precise in her delivery, captivating, and awesome are some of the descriptions found in student critiques to describe her sessions. What you need to know today about Marcie is that she is ABSOLUTELY committed to the real estate profession at every level.



Daryl Braham

With over 25 years of sales, management, finance and leadership experience, Daryl understands the importance of effective communication, and the results that can be

achieved when everyone in an organization sees and feels the same goals; when everyone believes they can achieve those goals.

His goal—to enthusiastically and positively impact people's lives. Focused on CAN, he delivers with a passion and energy that lights a fire within others.

DOWNTOWN ACTIVITIES: September 12 : Noon-5pm

Bus pickup times: Noon - returns at 5pm

Drop off at Starving Rooster or Cookies for You

Lunch: 12:30 - 1:30pm

Starving Rooster *(Pizza, Soup/Salad, Drink)*

\$15.00

Cookies for You *(Sandwich, Chips, Soup, Cookie, Drink)*

\$9.00

Activities:

Margie's Art Glass Studio - *8" glass souvenir, design & sandblast, wine, appetizers*

\$40.00

Gourmet Chef - *How to make gourmet appetizers*

\$15.00

Escape Room & Railroad Museum - *40 minutes to solve clues to open the door*

\$15.00

Urban Winery - *Bottling session, wine tasting with appetizers, and bottle to take home*

\$30.00

ENTERTAINMENT:



PRODUCTIONS



DEUCES WILD
DUELING PIANOS



Golf Registration

Minot Country Club

912 Valley Bluffs Dr. | Minot | North Dakota | 58701

Wednesday, September 12, 2018

Name
Local Board Name / Affiliation
Firm
Address
City, State & Zip
Phone
Email
<p><u>GOLF GROUP REQUEST</u></p> <p><i>4 person teams, first come first served. Members of the group requested must also be registered and have paid the convention registration fees in order to golf.</i></p>
1. _____ 2. _____
3. _____ 4. _____

Fee: \$125 which includes green fees, golf cart rental, lunch and prizes.

Format: Four person scramble, **shotgun starts at 12:00 pm.** There is a limit of 108 Golfers.

Eligibility: Members registered for convention are eligible to register and play golf.

Registration: *Registration & Lunch at 10:30 am - 12:00 pm at the clubhouse.* All players must register in advance to golf by completing the registration entry form and submitting payment by **August 18, 2018.** If you have any questions regarding golf, please contact Jody 701-720-0533.

Make checks payable to: MBOR
Mail checks to:
212 S Broadway, Minot, ND 58701

ENTRY FEE \$125

Check Enclosed Charge my Credit Card

____ Visa ____ MasterCard ____ Discover

Account Number

_____ - _____ - _____ - _____

Expiration Date ____ / ____ CSC _____

Billing Address _____

City _____ State _____ Zip _____

Signature of Cardholder _____

Entry Deadline - August 18, 2018

Refund Policy: With a written cancellation before or by close of business on July 31, 2018, the Minot Board of REALTORS® will refund your registration fee minus \$40.00 administrative processing fee. After July 31, 2018, one-half of the registration fee will be refunded. No refunds available after August 15, 2018. No shows will not be refunded. All refund requests will be processed following the convention.