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Senate-Passed Tax Legislation Bad News for Homeowners

The U.S. Senate passed tax reform legislation that the National Association of Realtors® believes [puts home values at risk](#) and dramatically undercuts the incentive to own a home.

NAR President Elizabeth Mendenhall, a sixth-generation Realtor® from Columbia, Missouri and CEO of RE/MAX Boone Realty, offered strong concerns over the bill and said Realtors® will continue to work with members of the House and Senate as the process moves forward into a conference committee.

"The tax incentives to own a home are baked into the overall value of homes in every state and territory across the country. When those incentives are nullified in the way this bill provides, our estimates show that home values stand to fall by an average of more than 10 percent, and even greater in high-cost areas.

"Realtors® support tax cuts when done in a fiscally responsible way; while there are some winners in this legislation, millions of middle-class homeowners would see very limited benefits, and many will even see a tax increase. In exchange for that, they'll also see much or all of their home equity evaporate as \$1.5 trillion is added to the national debt and piled onto the backs of their children and grandchildren.

"That's a poor foot to put forward, but this isn't the end of

the road. Realtors® will continue to advocate for homeownership and hope members of the House and Senate will listen to the concerns of America's 75 million homeowners as the tax reform discussion continues."

The National Association of Realtors®, "The Voice for Real Estate," is America's largest trade association, representing 1.3 million members involved in all aspects of the residential and commercial real estate industries.

Conference Committee Tax Legislation Unveiled

December 15th From [NAR President Elizabeth Mendenhall](#):

"We remain concerned that the overall structure of this bill poses problems for homeowners and the broader housing market, but the conference committee has made some important improvements to the House and Senate legislation that ultimately will benefit some homeowners and communities. We are particularly pleased with the treatment of capital gains on the sale of a home and the preservation of deductions for second homes. We are also grateful that the positive changes for commercial real estate and real estate professionals from the Senate bill have survived."

Source: NAR

IT IS NOT TOO LATE TO INFLUENCE CONGRESS ON TAX REFORM

Thanks to our members' engagement, REALTORS® have helped positively influence tax reform in some key areas. For example, both the House and Senate have agreed to maintain deductibility of state and local property taxes up to \$10,000, and to maintain Section 1031 tax-deferred exchanges in their present form for real estate investments.

BUT OUR WORK IS NOT DONE. We still have an opportunity to influence Congress to help make the tax reform bill more favorable to homeowners and consumers. Now that both the House and Senate have passed The Tax Cut and Jobs Act, a Conference Committee will begin to address the differences between the two bills. Important improvements in the legislation are possible by encouraging Congress to maintain the current law for the mortgage interest deduction and capital gains exclusion. Retaining current law makes the bill more favorable to homeownership.

TAKE ACTION TO TELL CONGRESS to protect the middle-class homeowner.

More Information: [NAR Tax Reform Portal](#)



PRESIDENT'S CORNER JOAN COTA 2017 SDAR PRESIDENT

Serving this past year as your President has been an amazing experience. I had the privilege of working with very talented and dedicated people. I want to take this opportunity to thank Michelle and her staff, the leadership team, my committee chairs, Jeff Nelson, Annie Welsh and Lisa DiRose and the entire Board of Directors. I am so grateful to all of you for your commitment of time to make our association one of the best. Through our combined efforts this year we hosted our 50th Legislative Appreciation night, held our 3rd Leadership Academy, offered our first two Education Caravans and brought back Spokesperson Training.

This is the 8th consecutive year that South Dakota has won the President's Cup for RPAC! We had 100% committee participation in RPAC at the state level and led the nation in Calls for Action.

Soon we will be moving into the new association

building, a project that was approved by the Board of Directors in April. That will be a welcome change and allow us to utilize the facility for conferences and meetings.

I want to recognize Tom Murphy for his many years of service to SDAR. His knowledge and input will surely be missed. Many thanks go to the outgoing members of the Board of Directors as well. Congratulations to Ryan Krogman, our South Dakota Realtor of the Year! Ryan truly defines the meaning of that honor.

I am grateful to all the local associations who invited me to attend their Awards or Installation ceremonies. I appreciated the opportunity to connect with my Realtor friends across the state.

The thing I will treasure the most from this year is the friendships I have made along the way.

REAL ESTATE WEBSITE FEATURE: PREFERENCES DEPEND ON GENERATION

It's no secret that most Americans are searching the Internet during their home hunt. Many flock to sites like realtor.com® to see what's available and work best for their family. However, according to the National Association of REALTORS® Real Estate in a Digital Age report, everyone is looking for different things. Of those who used the internet, 83 percent found photos very useful, but photos were more important to younger millennials than any other age group. Additionally, 40 percent found virtual tours very useful; however, when broken down by generation, the number was higher at 45 percent for Baby Boomers and the Silent Generation, while only 36 percent of millennials found virtual tours very useful. Generation differences exist when it comes to using devices in their home search too—58 percent of millennials used an iPhone compared to only 18 percent of the Silent Generation and 35 percent of older Baby Boomers.



Highlights:

The world we live in today is a digital one, and searching for a home is no different. Buyers now have apps that let them search by location and neighborhoods. Online listings have virtual tours so viewers can look at a bunch of potential homes while narrowing down their search to a select few in the effort to save time. Online searching maximizes the ability to compare and contrast homes on the market by selected features. Most of this is done before a potential home buyer connects with



a real estate agent.

In addition to home buyers, REALTORS® also utilize technology in their everyday business practices. Staying up to date with new technology is important, but also cited as one of the biggest challenges for firms in the next two years.

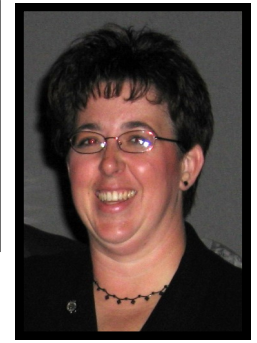
Over 90 percent of real estate firms have websites, and the most common feature on their websites are property listings. Along with web use, REALTORS® are also using their mobile devices for a multitude of different activities, with the primary being to communicate with their clients. In the Real Estate in a Digital Age report, we examine the process home buyers go through in the initial online search and how REALTORS® are connecting with customers in the digital space.

Review NAR's Real Estate in a Digital Age report to see how technology is used by both homebuyers and real estate agents. Speak to a REALTOR® to find out how they are using technological tools to connect with clients of all ages. Talk to homebuyers of varying generations to see how they are using technology in their home search.



Source: REALTOR.org

UNTIL NEXT TIME...FROM SDAR
MICHELLE KLEVEN
CHIEF EXECUTIVE OFFICER



Mother Nature sure has spoiled us, so far!

The advent of warmer weather has been a blessing to members of the state leadership team as they have been attending local board events across the state. I would like to extend a warm thank you to each of the local boards for welcoming them at your events. The participation and involvement of the members is very much appreciated and it does not go unnoticed.

The South Dakota delegation attended the National Convention in Chicago last month where our State REALTOR® of the year Ryan Krogman of the East Central SD REALTORS® was recognized with colleagues from across the country who have also been bestowed this honor. Thank you for the countless hours of time and dedication that you have given to the REALTOR® organization during this past year. An organization like ours could not be as successful as it is without the commitment of service, participation and perseverance of its members.

SDAR's 2017 President Joan Cota is one of those members. I wish to extend my thanks and appreciation for your leadership, dedication and commitment to service on behalf of the members of SDAR. It has been my honor and pleasure to work with you during your term as State President!

NAR Director Tom Murphy is another member who deserves such recognition and who received the Excellence in Leadership award from the Association. Tom has freely given 20 years of service to the REALTOR® organization and began serving the state association as Chair of the Government Affairs Committee in 1997. From there, he served as State President in 2002 followed by National Director representative through 2017. Thank you, Tom, for your dedication and commitment at all levels of the REALTOR organization.

December 1st marked the date of the term of office for the newly elected officers and directors. This is a very

busy and exciting time of the year as the new officers, directors, committee chairs and members assume their roles and complete plans in preparation for their time to "Own It" as they embark on a year of leadership of serving their local board and associations in addition to the membership statewide of the South Dakota Association of REALTORS®.

Since our return to South Dakota following the NAR convention, the staff turn to immediately preparing for the new elective year; the impending legislative session, the Associations business meetings and legislative appreciation event as well as finding time to enjoy the Holiday Season.

The tradition continues here in the Capitol City of Pierre with Christmas at the Capitol officially kicked off on the Tuesday before Thanksgiving. The Capitol Christmas display includes over 90 trees that are decorated by volunteers from communities, schools, churches, nonprofit organizations and state government offices. This year's theme for Christmas at the Capitol is "The Colors of Christmas." If you are not able to make a trip, visit the official website at: <http://christmasatthecapitol.sd.gov/>

I hope each of you take the time to enjoy this opportunity to visit the state capitol at this most magical time of year. You will be glad you did! Enjoy a very happy and blessed holiday season!!



National Flood Insurance (NFIP) Step Toward Reauthorization, Reform

WHAT IS THE FUNDAMENTAL ISSUE?

Congress must reauthorize the National Flood Insurance Program (NFIP) to continue providing flood insurance after December 8, 2017 and include private market reforms that reduce uncertainty in real estate markets.

I AM A REAL ESTATE PROFESSIONAL. WHAT DOES THIS MEAN FOR MY BUSINESS?

Flood insurance is required for a mortgage in more than 20,000 communities nationwide. While there is a growing private market for flood insurance, millions of small business and home owners currently depend on the federal program to protect their property against flooding, the most costly and common natural disaster in the United States. Without the NFIP, more property owners could become uninsured and turn to the Federal government for taxpayer-funded disaster relief and rebuilding assistance after major floods.

NAR POLICY SUPPORTS:

- ◆ Reauthorizing and gradually strengthening the NFIP so it is sustainable over the long run;

- ◆ Encouraging the development of private market options to offer comparable flood insurance coverage at lower cost than NFIP;
- ◆ Providing federal assistance to high-risk property owners, including guaranteed loans, grants and buyouts in order to build to higher standards and keep insurance rates affordable;
- ◆ More granularly pricing NFIP policies to better reflect the property's specific risk; and
- ◆ Improving flood map accuracy so fewer property owners have to file expensive appeals.

NATIONAL FLOOD INSURANCE EXTENSION UPDATE

On December 8, 2017, the National Flood Insurance Program (NFIP) was extended as part of a continuing resolution to keep the government open for two weeks. NAR will continue working with Congress to ensure that the NFIP does not lapse while the Senate works on its version of the 5-year reauthorization and reform measure.



1ST YEAR MERIT SCHOLARSHIP

SD REALTORS® Foundation

The SD REALTORS® Foundation would like to remind you of the 1st Year Merit Scholarship offered annually.

This scholarship has been developed by the Foundation to encourage REALTOR® members from across the state to continue their volunteer service to the association. By doing so, the scholarship winner will receive \$200 to further their professional education base through courses offered by the South Dakota Association of REALTORS®.

Applications will be accepted from November 1, 2016 through January 15, 2017. The criteria and scholarship requirements are found in the one-page application on the SDAR website, select Foundation Tab.

The focus of the application is two-fold. One, regarding the applicant's commitment and goals in enhancing their professional knowledge and two, to be actively volunteering their time serving their local association or at the state association.

Completed applications should be submitted to the SDAR office in Pierre during the application period. Please send to sdar@sdrealtor.org or mail to 204 N. Euclid Ave., Pierre, SD 57501.



(formerly known as Quadrennial Code of Ethics)

REALTOR® CODE OF ETHICS TRAINING

All REALTORS® (and applicants for REALTOR® membership) must complete quadrennial ethics training of not less than two hours and thirty minutes by **December 31, 2018** to fulfill specific criteria and meet the learning objectives for the biennial training cycle.

For classroom offerings of the Code of Ethics Training in your Local Board area, keep an eye on the Events Calendar at www.sdrealtor.org. You may also complete the training online at www.realtor.org. (Both the classroom trainings and the NAR online course have been approved in SD for 3 required hours of CE towards RE license renewal.)

Failure to complete the required periodic ethics training shall be considered a violation of a membership duty for which REALTOR® membership shall be suspended until such time as the required training is completed.

Every board and association is required to provide access to necessary ethics training programs either locally, in conjunction with other boards and associations, or through other methods (including, but not limited to, home study, correspondence courses, or internet-based instruction). Any training offered pursuant to this requirement must meet the learning objectives and minimum criteria established by the NATIONAL ASSOCIATION OF REALTORS® from time to time.



Is Your Relationship Over?

Once you have helped your client buy or sell their home, is that relationship over? Besides trying to get referrals (referrals are the best compliment idea). The answer should be a resounding "NO"!

The relationship should be one where you become a VALUED consultant when they are doing anything in the house. NAR's

[REALTOR® Content Resource](#) (link is external) (RCR)

offers free, original home ownership content you can use in your consumer communications. Add expert articles about home ownership, buying, and selling to your marketing efforts, and continue the conversation with clients long after the sale.

What are the benefits to my business?

RCR provides hundreds of articles on topics like home buying and selling, home improvement, maintenance, taxes, insurance, and

community issues. Sharing these articles with past, present, and future clients can help keep you top of mind as a trusted adviser.

The articles come from HouseLogic.com, NAR's award-winning homeownership site, and are written by journalists who regularly cover the home



houselogic

industry, personal finance, taxes, and real estate. The [HouseLogic](#) (link is external) team creates new content on a weekly basis that helps consumers maintain, enhance, and protect the value of their homes.

Ways to share REALTOR® Content Resource articles

Share RCR articles in any of your communications channels:

- e-newsletters
- blogs
- websites
- handouts

- listing presentations
- Facebook, Twitter, and other social media

RCR offers hundreds of free articles with advice and guidance on topics including:

- Making your home more energy efficient
 - Tips for a stress-free closing
 - Steps to take before buying a home
 - Which home improvements return the greatest value at resale
 - Home maintenance tips for every season
 - Appliance buying guides
 - How to build vibrant communities
 - Collecting home owner's association dues
- Cleaning up gardens for fall and winter

Log in at <https://members.houselogic.com/start/> and search RCR articles by keyword or by theme.



South Dakota's 2017 REALTOR® of the YEAR



Ryan Krogman

*East Central SD
REALTORS®*

Ryan Krogman of the East Central SD REALTORS® was honored by the selection committee as the 2017 South Dakota REALTOR® of the Year. The announcement was made during the 2017 REALTOR® Convention of the Dakotas

Ryan Krogman has been a REALTOR® for 19 years and is a Broker/Owner of Century 21 GKA in Brookings. In the last 19 years, he's been very active on the local, state, and national levels. In addition, he is very active in the Brookings community, currently serving as a county commissioner.

As a Broker/Owner Ryan encourages his agents to continue their education with the GRI and CRS classes. Ryan was instrumen-

tal in passing post licensing education requirements for the state which shows that he feels education is important for REALTORS® growth and development. He is dedicated to his business and always willing to share his knowledge and be involved. He also adheres to the REALTORS® code of ethics to the highest level and sets an example for the agents in the board and his office.

Ryan's Civic Affairs are numerous from Brookings County Commissioner, Appointed to the Brookings Mayor's Affordable Housing Task Force, worked with the Brookings Economic Development Corp, Member of the Brookings Chamber of Commerce, Vice President & Member of Management Committee & Foundation Board, Chair of the City Parks & Recreation Board, just to name a few.

Ryan has been very active in his Local board as well. He was 2010 REALTOR®, served

as President both in 2008 and 2009, Local Director on the Executive Committee, Chair of the MLS Committee, Organizer of the Annual Golf Event for members and affiliates and served at the Harvest Table (a community program that serves meals to the less fortunate in our community.)

Ryan has been committed to the State Association by serving on the Executive Committee from Secretary/Treasurer to the 2015 State President. He has served on the Government Affairs Committee for over 5 years and was Chair in 2009. Ryan is a true believer in the RPAC as he has been a Major Investor for the past 6 years.



Congratulations! Local Board REALTORS® of the Year!

The honor of **Local Board Realtor of the Year** is presented to members who have provided outstanding service to the real estate profession and the community during the year. They must demonstrate a combination of REALTOR® spirit, civic and association involvement, and business savvy. The winners are elected by their peers and recognized by their Local Boards and the State Association.



Nancy Jark

Aberdeen Area



Stuart Martin

Black Hills



Missy Schuetzle

Central



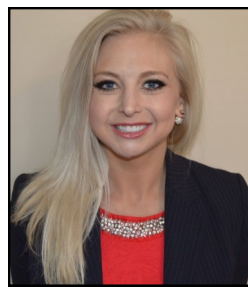
Laurie Smith

Huron



Kay O'Neal

Lewis & Clark



Micah Volmer

Mitchell



John Wiles

Mt. Rushmore



Karla Dagel

Northeast



Brandon Martens

Sioux Empire



REALTOR® Convention of the Dakotas

Congratulations...2018 Officers *South Dakota Association of REALTORS®*

Bart Miller, *President*, Rapid City
Angie Uttecht, *President Elect*, Huron
David Kneip, *Vice President*, Brookings
Bud Hannah, *Secretary/Treasurer*, Spearfish



2018 OFFICERS:

PRESIDENT

Bart Miller

Black Hills Association of REALTORS®

PRESIDENT ELECT

Angie Uttecht, ABR, CRS, GRI

Huron Board of REALTORS®

VICE PRESIDENT

David Kneip

East Central SD REALTORS®

SECRETARY/TREASURER

Bud Hannah

Mt. Rushmore Association REALTORS®

PAST PRESIDENT

Joan Cota, ABR, CRS

REALTOR® Association of the Sioux Empire

NAR DIRECTORS

Kyle Lalim

Northeast SD Association of REALTORS®

Tom Rau

Black Hills Association of REALTORS®

STAFF

Michelle Kleven

Chief Executive Officer

Deb Cheney

Executive Assistant

Dana R. Holben, RCE, e-PRO

Member Programs

SDAR MEMBERSHIP

SERVICES COMMITTEE

Stuart Martin, Chair

Black Hills Association of REALTORS®

Brandon Martens, Vice Chair

REALTOR® Association of the Sioux Empire

South Dakota Association of REALTORS®

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The REALTOR® Highlights is published three times per year by the South Dakota Association of REALTORS®, Inc., as a service to its members.

2018 South Dakota National Board-Committee Appointments

DAWN ASPAAS

Commercial Real Estate Research Advisory Board and Research Committee

JOAN COTA

Professional Standards Committee

LISA DIROSE

Housing Opportunities Committee

JAMES A DUNHAM

Land Use Property Rights and Environment Committee

ELIZABETH JAMISON

Risk Management Issues Committee

JULIE JOB

Resort and Second Home Real Estate Committee

MICHELLE KITZMAN

Consumer Advocacy Outreach Advisory Board; Multiple Listing Issues and Policies Committee and MLS Technology and Emerging Issues Advisory Board

MICHELLE KLEVEN

Board of Directors and Consumer Advocacy Outreach Advisory Board

DAVID KNEIP

RPAC Major Investor Council

KEVIN KUEHN

Data Strategies Committee

KYLE LALIM

Board of Directors, Small State Forum and State Leadership Idea Exchange Council

CHARLES LARKIN

Land Use Property Rights and Environment Committee

ANDY MAHOWALD

Finance Committee

BRANDON MARTENS

REALTOR® Party Member Involvement Committee and Young Professionals Network Advisory Board

BART MILLER

Board of Directors and REALTOR® Party Member Involvement Committee

LISA MUELLER

Multiple Listing Issues and Policies Committee

TOM MURPHY

REALTOR® Party Trustees for Campaign Services Committee

JEFF NELSON

RPAC Trustees Federal Disbursement Committee

TOM RAU

Board of Directors and RPAC Participation Council

JIM THARP

Membership Policy and Board Jurisdiction Committee

ANGELA UTTECHT

Broker Involvement Council





Medallion of Service Award

Since its creation in 1950, the honorary fraternity Omega Tau Rho (OTR), represented by the Medallion of Service, is awarded by the State Associations in recognition of a member's various leadership skills.

The Medallion of Service is awarded as a token of the high esteem in which inductees are held by their fellow REALTORS® and symbolizes the recognition and appreciation accorded to them for their contributions to the National Association of REALTORS® and its affiliated Institutes, Societies and Councils.

Medallions are awarded to those who have honorably completed their term of office as:

- ◆ An officer or director of the National Association of REALTORS® including members of the Executive Committee; or
- ◆ An elected officer of any Institute, Society or Council, or a governor or director thereof; or
- ◆ A president of a State Association.

Also eligible are staff members of the National Association of REALTORS® with 10 years of service, except the Executive Vice President, Senior Vice Presidents, Comptroller and General Counsel who are eligible after 1 year. Membership was opened in 1972 to REALTORS® of the Year of the State Association, in 1977 to REALTOR® Emeriti of the National Association, and in 1978 to Executive Officers of local boards and State Associations with 10 years of service.

Individuals who have made outstanding contributions to the real estate profession but who are not eligible under the qualifications just listed may be named honorary members by the Board of Directors of the National Association.

There are no annual dues or prescribed activity for membership in the Omega Tau Rho fraternity. Once a medallion is awarded, the recipient is a member for life and cannot receive the award again. This award is truly an honor as it marks exemplary dedication and service by REALTOR® members to their organization.

Congratulations to the following recipient:

- KARI HARRISON, ABERDEEN
- LISA MUELLER, BLACK HILLS
- KAREN SODERQUIST, BLACK HILLS
- DAVID KAHLER, BLACK HILLS
- KATHRYN SUNDBY, BLACK HILLS
- DAWN TASSLER, CENTRAL
- JOHN EGAN, SIOUX EMPIRE

REALTOR® Action Center Mobile App

DON'T JUST GET IT – USE IT! DOWNLOAD AND LOGIN TODAY

The REALTOR® Action Center mobile app contains a host of features to help you VOTE, ACT and INVEST on the go:

THE POWER OF RPAC IN THE PALM OF YOUR HAND. As a busy professional on the go your lifeline to clients and your office is your phone. Fewer and fewer of us are tied to a traditional desktop or laptop anymore to complete the functions of our work. Smartphones and tablets are how we increasingly manage our information and daily tasks.

- **INVEST IN RPAC** Through the REALTOR® Party mobile app you can easily make an investment in RPAC on your mobile phone. To help you plan your investment amount, your action profile displays your total amount invested year to date.
- **MOBILE ADVOCACY** When there is a Call for Action you will receive a standard push
- notification alerting you. The new mobile action alert format will make your participation a snap. No forms to fill out. Shorter, easier summaries of the issue and why your action is important.
- **ACTION PROFILES** The app will contain a summary of your REALTOR® Party engagement. A list of open action items, actions you have already taken, your current year's RPAC investment amount, and more.
- **ADVOCACY REPORTS** Track how your state and local associations are doing in terms of their advocacy efforts. Help us reach our annual 15% goal!
- **SURVEYS** Take important REALTOR® Party surveys on your phone.
- **REALTOR® PARTY TRACKER** Learn how your state and local association is using NAR programs to build political strength in your own backyard. Find out what tools and programs NAR is providing your association and how much money those programs cost



Reports from the NAR REALTOR® Conference & Expo

At meetings of the NAR Board of Directors and Delegate Body, REALTORS® took the following actions.

Commitment to Excellence Framework Passed

The Board approved the framework of the Commitment to Excellence (C2EX) program, an initiative to develop and enhance qualities that reflect the commitment of a REALTOR® to ethics, advocacy, technology, data privacy, and customer service. As part of the voluntary program, which is contingent on the approval of funding by the Finance Committee and the Board of Directors, NAR will develop a self-assessment designed to measure a REALTOR®'s proficiency in the C2EX competencies and position him or her for improvement. The program will be made available to members through a website and a mobile app known as C2eEX Central. NAR will cover the full cost of the Commitment to Excellence program and administer it.

Former NAR presidents to head CEO search

The Delegate Body approved a Constitutional change to permit the Leadership Team to appoint a committee to identify a new CEO for the organization and select the CEO without requesting approval from the Board. Work begins after the meeting to find a replacement for CEO Dale Stinton, who will retire at the end of 2017. President Tom Salomone reported to the Board of Directors and Delegate Body that Chris Polychron, NAR's 2015 president, will chair the search committee, and Cathy Whatley, NAR's 2003 president, will serve as vice-chair. The full search committee will be named in a matter of weeks.

Board structure changes

The Delegate Body approved minor changes to the composition of NAR's Board of Directors, the first structural changes to that group since 2000. Over those 17 years, the industry and the association have seen significant advances, and national membership has grown by 58 percent. In that context, NAR's Leadership Team asked REALTORS® and association executives from across the country to take a comprehensive look at the composition of the Board of Directors. A presidential advisory group, appointed by President Tom Salomone, recommended a series of Constitutional changes. The most controversial of the amendments, which proposed to change the allocation formula for state and local association representatives to the board, were defeated by the Delegate Body. To learn more, [read REALTOR® Magazine's coverage of the board structure changes.](#)

Fair Housing

The Board voted to "support and/or initiate" legislative and regulatory efforts that would bar discriminating against people seeking to procure housing based on their sexual orientation or gender identity. The Federal Fair Housing Act protects equal housing opportunity on the basis of race, color, religion, sex, handicap, familial status and national origin, but not on the basis of sexual orientation and gender identity.

Appraisals

The Board voted to urge FHA to void its requirement that an appraisal stays with the property for 120 days. The requirement to keep an appraisal with a property for four months can negatively affect property values in markets where prices are rising.

RPAC

The Board voted to encourage states and territories to submit their own annual RPAC fundraising goals for the following year. These figures will be used to establish a national RPAC fundraising goal. The Board also decided to simplify the RPAC award system, which will involve the elimination in 2017 of all state and local RPAC award categories with the exception of the Triple Crown and President's Club awards.

RPAC leaders reported that 367,938 NAR members, or 32 percent of the association, made donations this year, a 1 percent increase over last year. Also, 100 percent of members who sit on committees and other association boards and entities, participated in the PAC, a milestone for the association.

Cultural investment

The Board approved spending \$1.2 million to maintain NAR's sponsorship of the "Within These Walls" exhibit at the Smithsonian Institution's National Museum of American History in Washington, D.C. The exhibit opened in 2001 and uses a historic house from Ipswich, Mass., to showcase construction methods in Colonial days and celebrate the importance of the home to the generations of families that lived in it.

Patent-infringement insurance

The Board approved a recommendation by the Legal Action Committee to purchase liability insurance for NAR itself, REALTOR®-owned MLSs, and state and local associations to protect against patent-infringement claims by "patent trolls," which profit by seeking fees for use of overly broad patents that they own.

Legal assistance

The Board approved spending roughly \$221,000 to support legal activities undertaken by NAR, a local association and a state association, as follows:

- \$161,000 to settle the balance on outstanding legal costs for NAR's successful challenge to the validity of a patent a so-called patent troll was using to demand fees from real estate companies using certain email listing alert systems. As a result of the challenge, the patent owner, Data Distribution Technologies Inc. granted a "covenant not to sue" applicable to the entire real estate industry.
- \$50,000 to the St. Louis Association of REALTORS® to challenge to the validity of a county rental ordinance.
- \$10,000 to the South Carolina Association of

REALTORS® to help it defend an arbitration decision it made in a commission-dispute case.

Advocacy grants

The Board approved grants to several state and local associations to support advocacy activities. The Puerto Rico Association of REALTORS® received \$35,000 to help it win repeal of a law imposing a sales tax on real estate services, and the Texas Association of REALTORS® received \$169,000 to help it win lower property taxes for home owners.

Separately, the Leadership Team reported that REALTOR® associations in several high-cost areas in California had also received grants to fight rent-control proposals, among other things related to escalating housing costs.

Recognitions

NAR formally presented Distinguished Service Awards to REALTORS® Pat G. Kaplan, GRI, AHWD, ePRO, of Portland, Ore., and Barbara B. Lach, ABR, CRB, CRS, GRI, PMN, of Columbus, Ohio. DSA award winners have shown exceptional service to the association at all levels for at least 25 years.

Andrea Bushnell, RCE, CAE, chief executive officer of the North Carolina Association of REALTORS®, was formally recognized as winner of the 2016 William R. Magel Award of Excellence for Association Executives. The award is the highest honor NAR presents to AEs.

Maranda DeSanto, RCE, Duluth Area Association, Minnesota; and Ruth Hackney, RCE, Missoula County Association, Montana, were announced as the 2017 recipients of the AE Leaders of Tomorrow Young Professionals Award, which recognizes AE young professionals who have fostered greater involvement and increased professionalism among their AE YPN peers. DeSanto and Hackney will be recognized at the 2017 AE Institute in Denver.

Reports

Top-level domain. Bob Goldberg, president and CEO of the REALTORS® Information Network and a senior vice president for NAR, gave a report on NAR's .realtor™ top-level domain, announcing that in December, the association will transition its main website, nar.realtor, to a new web address, NAR.REALTOR.

Realtors Property Resource®. Dale Ross, CEO of Realtors Property Resource®, updated directors about RPR®'s Advanced Multi-List Platform™ (AMP™) and Project Upstream initiatives. Ross said both initiatives are on time and under budget. Ross said RPR® achieved a key milestone by presenting a live demonstration of AMP™ during the REALTORS® Conference & Expo. He added that 94 percent of all residential listings in the United States are on the RPR® system, and that 92 percent of MLSs use it.



Join Us...

Annual Legislative Appreciation Night (Chili/Oyster Stew Feed)



6 - 8 PM

Wednesday, January 31, 2018

Ramkota Hotel & Conference Center, Pierre



Don't Forget to MARK YOUR CALENDAR



Upcoming Education

| | | |
|-----------------|--------------|--------|
| Jan. 30 2018 | Sign & Shine | Pierre |
|-----------------|--------------|--------|



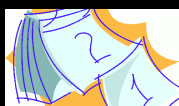
Meetings & Events

| | | |
|-----------------------|---|------------|
| Jan. 30 - 31, 2018 | SDAR Committee/BOD Meetings Legislative Appreciation Night | Pierre |
| March 2018 | Military Relocation Professional Certification Course | Rapid City |



SDAR Office Closings

| | |
|----------------|-----------------------------|
| December 25-26 | Christmas Holiday |
| January 1 | New Years Day |
| January 15 | Martin Luther King, Jr. Day |



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Designed with you in mind, the REALTOR Benefits® Program is your official member benefits resource, bringing you discounts and unique offers on products and services just for REALTORS®. Since Program Partners are carefully selected, you can be assured they understand the unique needs of real estate professionals and are committed to your success. Whether for your professional or personal needs, make www.REALTOR.org/RealtorBenefits the first place you stop when you shop.

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See an [alphabetical list](#) of all REALTOR Benefits® Program partners.





This course is being sponsored by the South Dakota Association of REALTORS®

204 North Euclid, Pierre, South Dakota 57501
Phone: 605-224-0554 / FAX: 605-224-8975 / Toll Free in S.D. 1-800-227-5877
WEBSITE: www.sdrealtor.org / E-MAIL: sdar@sdrealtor.org



Registration begins at 7:30 AM
Class starts at 8:00 AM - 5:00 PM

Tuesday, January 30, 2017

Ramkota Hotel ~ Pierre

920 W. Sioux Ave. 605-224-6877

GRI 104—Sign & Shine



MEET YOUR INSTRUCTOR

CHUCK BODE, REALTOR®, Omaha, NE



REALTOR® Chuck Bode sold 54 units his first year in real estate without a computer or a personal assistant! This former high school teacher and coach has a rare blend of humor, real world experience and passion for the real estate industry. Chuck is Associate Broker of N. P. Dodge Real Estate Company. He is a featured speaker at many state conventions, NAR's National Convention, private company programs and CRS sales rallies. He was the Selected Master of Ceremonies for the '99 Rally in Las Vegas. Chuck has been teaching real estate and sales courses for the over 24 years.

This course will cover...

- Establishing Agency Relationships
- Types of Agency
- Appointed Agency
- Transaction Brokerage
- Agency Disclosure
- Antitrust
- Misrepresentation
- Single Agency
- Limited Agency

This is a required course in the SD GRI Designation Program.
GRI Candidates must earn a minimum score of 70% on the course exam to successfully complete the course for GRI credit.
*CE not affected by test scores.
GRI Designees and Non-members are not required to take the exam.

TUITION FEES

| REGISTER ON OR BEFORE JAN 12TH TO SAVE \$25 OFF REGULAR TUITION! | Early Bird Discount (On or Before Jan 12) | Regular Tuition (After Jan 12) | On-Site |
|---|--|---|--------------|
| SDAR REALTOR® Members | \$110 | \$135 | \$160 |
| REALTOR® w/GRI Designation | \$55 | \$67.50 | \$80 |
| Non-SDAR Members | \$150 | \$175 | \$200 |

Real Estate license renewal

8 hrs. Required

To register online go to www.sdrealtor.org and click on Education / SDAR Sponsored Education
or fax to 605-224-8975 or email to dholben@sdrealtor.org

REGISTRANT INFORMATION:

Name (please print): _____

Company: _____

Business Mailing Address: _____

City: _____ State: _____ Zip: _____

Business Phone: _____ FAX: _____

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Designations held?: GRI ABR CRS Other (specify): _____

Are you working towards a GRI Designation? YES / NO

Is this the first GRI course you have attended? YES / NO

Would you like more information about the GRI Designation? YES / NO

METHOD OF PAYMENT: By Check for \$ _____ (enclosed) Paid tuition fees required prior to class placement

I would like SDAR to charge my (MC) (VISA) (DISCOVER) for the amount of \$ _____

Account Number: _____ - _____ - _____ Exp. Date: _____ - _____ CCV: _____

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SDAR REFUND POLICY: All requests for refunds need to be submitted in writing to SDAR by mail, fax, or e-mail and should include all pertinent information and reason for the refund. Requests for refunds received 14 calendar days prior to the event will receive a full refund minus a processing fee of \$20. Refunds requested less than 14 calendar days prior to the class will receive a 50% refund minus a processing fee of \$20. Refunds requested the day of the class or those registrants who do not attend (no-show) will not be given a refund unless the reason is deemed unavoidable. All approved refunds will be processed within one week following the date of the course. \$25 additional fee for registering at the door.