



SOUTH DAKOTA
REALTORS®

e REALTORS®
NEWS

January 2019 Volume 11 Issue 1



A BRIEF HISTORY OF THE ASSOCIATION OF REALTORS®

The NATIONAL ASSOCIATION OF REALTORS® was the first successful attempt to organize a national real estate group. On May 12, 1908 with 120 men representing nineteen Boards from thirteen states and one State Association met in Chicago to try again. The National Association of Real Estate Exchanges objective was "to unite the real estate men of America for the purpose of effectively exerting a combined influence upon matters affecting real estate interests."

The Association adopted a strict Code of Ethics in 1913 with the "Golden Rule" as its theme. It became the second business group in the nation to follow the professions of medicine, law and engineering in the formation and enforcement of a code for its members.

In 1916, the organization's name was changed to the National Association of Real Estate Boards. Charles N. Chadbourne, a Minneapolis real estate broker, devised the term "REALTOR®" to identify real estate agents who are members of the National Association of Real Estate Boards and subscribe to its strict Code of Ethics.

Throughout its history, the National Association of REALTORS® has been working for America's property owners for affordable housing, better housing standards, improved home financing, the prevention of real estate fraud, community revitalization, protection of private property rights, and fair taxation.

The Sioux Falls Board of REALTORS® was the first South Dakota board to gain its charter in 1920. The South Dakota Association of REALTORS® was chartered in 1944.



State Association Update

Michelle Kleven, CEO

The New Year is off and running!

The newly elected officers are in place and began their term of service with a leadership retreat in early December 2018 followed by a visit to see the trees during "Christmas at the Capitol". The state leadership team is engaged and ready to serve the membership of the state association in this coming year as we celebrate the Association's 75th Anniversary!

The 94th Legislative session officially opened on January 8th and to date, has proven to be relatively quiet with respect to legislation that has a direct effect upon the real estate business. Newly sworn in Governor Noem indicated no new taxes in her state of the state address and the focus of this year's session seems to be directed at finding solutions to serving families; addressing workforce shortages; affordable housing; opioid addiction; education and gun control. The Association in cooperation with the SD Real Estate Commission met last year and legislation which proposes to add definition of terms team and team leader as well as revise advertising regulations regarding real estate teams will be introduced this year.

The association's governance meetings; educational course and the annual legislative appreciation night are scheduled for Tuesday, January 29th and Wednesday, January 30th and are looking forward to hosting Region 8 Vice President Rod Helm of Minneapolis, MN and Kitty Wallace of Cle Elum, WA as she serves as the Chair person for NAR's Major Investor Council. Lobbyist Krogman will be providing the membership with an up-to-date report on the legislative session.

We hope the weather will cooperate at the end of the month to allow our members to dedicate time to travel to Pierre, support the state association and honor our elected officials!



Local Board Update

Central SD Board of REALTORS®

Bob Gill, 2019 President

Looking back, 2018 was a very productive and eventful year for the Central Board of REALTORS, under the leadership of President Pamela Cronin. Looking forward to the new year, we will continue many of the projects initiated previously. One of these special board initiatives is the construction of a dog park in Pierre. Board membership has been in contact with the city officials, and plans are being made to make the dog park a reality. Future planning will continue, with possible completion as soon as 2020. The BOD has also made the decision to use Ziplogix, a membership benefit provided by NAR. By doing so, our membership will experience increase productivity, and client record management. The program can be used to remotely sign documents, plus organize client records, and sales transactions in one seamless program. Online training will be provided in the near future to utilize the software's full capabilities.

January marked new membership changes to our board. New members include Guy Ferris - Secretary/Treasurer, and Hallie Holden- Local Director. Remaining on the board are Tarrah Sonnenschein - moves from Secretary/Treasurer to Vice President, Dawn Iversen - continues as Local Director, Missy Schuetzle- continues as Local Director, and Pamela Cronin- remains on the board as Past-President.

There are five General Membership Meetings during 2019. Local Affiliate members have been invited to sponsor lunch for those meetings, with an opportunity to speak before the membership. In addition, pertinent training on a variety of subjects will be provided at each of the 90 minute general membership meetings.

January events include an MLS meeting, Central Board of Directors meeting, State Board of Directors Meeting, our annual Chili/Oyster Stew Feed, and the Central Board of REALTORS General Meeting at the Ramkota. BankWest has graciously agreed to sponsor our first general meeting. Recommendations for special training at the general meetings will be discussed at the monthly BOD meeting.

Other special events for the year include: Executive Officer attends AE Institute, State Directors attend Legislative meetings in Washington, D.C., participation in the annual Chicago Leadership Conference, participation in the State Convention, Professional Development for elected board members, the Rising Star, and Realtor of the Year Banquet, and REALTORS Ringing Bells for the Salvation Army. The final event of the year is our Christmas Party, featuring a donation box for collection of children's coats, hats, mittens and scarves.



Education for Your Business



This course is being sponsored by the South Dakota REALTORS®



Tuesday, January 29, 2019

RAMKOTA HOTEL & CONVENTION CENTER
920 W. SIOUX AVE, PIERRE, SD 57501

Registration begins at 7:30 AM
Class starts at 8:00 AM - 5:00 PM
CONTINUING EDUCATION
Pending
This is a required course in the SD GRI Designation Program, GRI106.

All payments must be received at SDAR
PO Box 1175, Pierre, SD 57501
Fax 605-224-8975
To Register online or for more information go to www.sdrealtor.org and go to Learn & Thrive

WHAT THIS COURSE WILL COVER:

- ▶ Residential Construction
- ▶ The legal obligations delineated in federal, state, and municipal laws and regulations regarding possible and detected environmental hazards
- ▶ When to refer a client to an environmental professional
- ▶ Identify options and agencies responsible for and useful in determining environmental hazards and health issues.
- ▶ Compare and contrast the advantages and pitfalls of home inspections.
- ▶ How to identify components of a thorough home inspection.

<input type="checkbox"/> Morning Session—Simple Home Construction	4 Elective hours—8:00 am—12:00 pm \$60.00		
<input type="checkbox"/> Afternoon Session—Environmental Hazards	4 Required hours—1:00 pm—5:00 pm \$60.00		
<input type="checkbox"/> Both Session—GRI Credit			
	Early Bird Registration	Jan. 15-25, 2019	Onsite Registration
SDAR Member	\$110	\$135	\$160
REALTOR® w/GRI	\$55	\$67.50	\$80
Non-SDAR Member	\$150	\$175	\$200

Register online



Military Relocation Professional

March 21, 2019
8:00 a.m.—5:00 p.m.

BW Ramkota
2111 N. LaCrosse St.
Rapid City, SD

NAR's Military Relocation Professional certification focuses on educating real estate professionals about working with current and former military service members to find housing solutions that best suit their needs and take full advantage of military benefits and support. Additional certification requirements are necessary.

Instructor: Jimmy Vercellino, USMC Veteran—Scottsdale, AZ

Details at <http://www.militaryrelocationpro.org/>.

Early Bird Special—\$125
before February 28

Regular Price—\$150
March 1—March 19

At the Door—\$175

2 Required and 6 Elective
CE Credits

[Register online](#)

Why work with a REALTORS®?

The average person is misinformed about a REALTOR® and a real estate agent. REALTORS® aren't just agents. They're professional members of the National Association of REALTORS® and subscribe to its strict code of ethics.

Seven reasons to work with a REALTORS® for home buyers:

1. Ethical treatment.
2. An expert guide.
3. Objective information and opinions.
4. Expanded search power.
5. Negotiation knowledge. .
6. Up-to-date experience.
7. Your rock during emotional moments.

Click here for get more information and handouts for your Customers.

REALTOR® M A G A Z I N E

Getting the Most From Scripts

Being prepared for client objections is more about listening and asking questions than offering rebuttals.

Scripts can help you handle a diverse array of issues, situations arising from open houses, expired listings, online leads, listing presentations, lead conversion, property needs, or other contexts where you're engaging with



buyers and sellers. But plenty of agents don't like to use them or don't use them well. Whether you're new to the industry or a seasoned professional, the key to getting the most out of a script is to "internalize it and make it your own so you don't have to think about it," says Tg Glazer, an agent with Coldwell Banker in Westfield, N.J.

[Click for Getting the Most From Scripts](#)



The REALTOR® Party is a powerful alliance of REALTORS® and REALTOR® Associations working to advance public policies and candidates that build strong communities, protect property interests and promote a vibrant business environment.

INVEST to Protect

Since 1969, the REALTORS® Political Action Committee (RPAC) has promoted the election of pro-REALTOR® candidates across the United States. The purpose of RPAC is clear: voluntary contributions made by REALTORS® are used to help elect candidates who understand and support their interests. These are not members' dues; this is money given freely by REALTORS® in recognition of the importance of the political process.

Invest in RPAC

Farm Credit Services of America to Distribute 2018 Cash-Back Dividend of 90 basis points for total payout of approximately \$230 Million

At a time when agricultural producers face economic challenges, Farm Credit Services of America (FCSAmerica) has approved its largest cash-back dividend to date. The financial cooperative's eligible



customer-owners will receive a 2018 cash-back dividend equal to 0.90 percent of a customer's eligible daily loan balance for an estimated total payout of approximately \$230 million. [READ MORE](#)

[Visit our SD REALTORS® website](#)

