



RASM Insider

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Supra

Supra key annual billings will be sent out
Wednesday, April 5th.

All agents with a DisplayKEY will be receiving an annual invoice of \$189.12 before tax.

The due date for annual invoices is May 11th, 2017.

Please log on to <https://supraweb.suprakim.com> for billing information or to make payments 24 hours a day, 7 days a week.

If you have any questions please contact the Supra support specialists at 877-699-6787

UPCOMING EDUCATION

April 19, 2017

Required Module

Instructor: Chris Prescott

8:30 a.m.—12:15 p.m.

3.75 CE Credits

\$40/member before 4/12

\$45/member after 4/12

April 20, 2017

New Member Orientation

Instructor: Jason Beal

9:00 a.m.—12:00 p.m.

3.0 CE Credits

NO COST

***Required for all new members**

February Local Market Reports

[CLICK HERE](#)



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Members on the Move

Welcome New Members!



- ◆ David Stoufer
True Real Estate (Mankato)
- ◆ Marisa Lehmann
Olson Nelson Realty (Blue Earth)
- ◆ Katie Smith
Century 21 Atwood Realty (Mankato)

New Affiliate:

- ◆ Dan Kelley with
Radon Solutions

Office Transfer:

- ◆ Tana Stoufer
Connect Real Estate → True Real Estate

NAR NEWS

The Median Home Price and Mortgage in Your County

Find out what's happening in your neck of the woods when it comes to median Home Prices and Mortgage Payments. And see the U.S. counties with the highest median home values in [this interactive map](#) from NAR Research.

This Can Kill Your Business in 6 Months

About two-thirds of small businesses that are hacked go out of business. Find out why brokers are a hot target for hackers in [The Voice for Real Estate news video](#).

The Youngest are Still the Biggest Buyers

Buyers 36 and under have been the largest share of home buyers for the past 4 years, according to NAR's latest generational report. [Find out more in this study >](#)

I Had No Idea How to Handle Leads; Here's What I Learned

Whether you're a new or an experienced pro, you can learn from this agent's mistakes to make a better impression when you're competing against your colleagues for listings. [Read More >](#)



ShowingTime has introduced New Appointment Types

Appointment Type for Every Situation

Communicating the purpose for scheduled appointments efficiently can make a difference whether an appointment is confirmed or cancelled, in addition to how quickly it's confirmed. Following ShowingTime's latest update, they've added more appointment types for you and requesting agents to choose from. All parties will be informed from the start whether it's a "Walk-Through" appointment, "Radon Drop Off" or a "Site Measurements" inspection.

Not sure if you have the latest version of the mobile app? Click the "Update the App" button to check.

→ UPDATE THE APP ←

New Showing Types for All Listings

- Photography
- Broker Price Opinion
- Walk-Through

Inspection Subtype for Any Situation

Chimney, foundation, mold, pest, radon drop off—it's easy to communicate the purpose of the inspection clearly to the sellers. Additional instructions can be added in the "Notes for Listing Agent" as needed.

- Chimney Inspection
- Foundation Inspection
- Mold Inspection
- Pest Inspection
- Radon Drop Off/Pick Up
- Roof Inspection
- Septic Inspection
- Site Measurements

Good Neighbor Awards

REALTOR® Magazine's Good Neighbor Awards recognize REALTORS® who made an extraordinary impact on their community, or on the national or world stage, through volunteer work.

Five winners are announced each fall in REALTOR® Magazine. Winners are recognized annually at the REALTORS® Conference & Expo, and receive \$10,000 grants for their charities. Winners also receive travel expenses to the conference and national and local media exposure for their community cause. In addition to the winners, five honorable mentions each receive a \$2,500 grant.

For more info on Good Neighbor Awards, [click here!](#)

To nominate yourself or another REALTOR®, [click here!](#)

From the Office..

Jenny Simon, MLS Director

PARAGON UPDATES:

The latest release of Paragon has many updates and fixes.

One of the biggest changes is an increase to an already very secure system. In order to make Paragon even more secure, passwords have been removed from all admin views. What this means is you will not be able to contact the Association Office if you forget your password; you will need to use the “forgot password” and have a temporary password emailed to you and then you change your password using that temporary password for access.



Paragon also added a Mobile Listing View. When users and contacts receive an email from Paragon containing a hyperlink and are accessing the link via smartphone or tablet, they will automatically be presented with the new mobile friendly view; this will make the details they are seeing much better when viewing from a mobile device.

Many updates and fixes have been made to Client Connect 2 including:

- Loading all the listings to the dashboard. Previously some browsers would only display the first six.
- Emails for agent notification corrected; previously agents didn't always get a notice if their client made a change in CC2 site.
- More fields have been added to the mobile thumbnail view.
- New profile images for contacts.

If you have any questions, contact Jenny at jenny@rasminfo.com. Watch for information on Client Connect learning sessions coming up.

Get the Most Out of Your Membership

Have you checked out the REALTOR Benefits® Program? Designed with REALTORS® in mind, over 30 industry leading companies in various categories are a part of this program.

One of NAR's partners, Intuit®, offers discounts for REALTORS® and their family members on Intuit's TurboTax® products through the REALTOR Benefits® Program.

Also, with the new financial year fully underway, members can look to Intuit® for savings on QuickBooks® Self-Employed version which provides solutions to some of a real estate professional's most pressing financial pain points. For full details, [click here!](#)

To view the **2017 REALTOR Benefits® Program catalog**, [click here!](#)

From the Office..

Deb Hansen, CEO

We are busy trying to fulfill all of the NAR Core Standards for 2017. NAR has four categories each Association must fulfill to remain an Association. Those categories:

- ◆ Code of Ethics
- ◆ Advocacy
- ◆ Consumer Outreach
- ◆ Unification Efforts and Support of the REALTOR® Organization



Each have specific criteria that must be met by December 31st. Every year the criteria will be expanded. If anyone is interested in Advocacy, please let me know. We are always looking for assistance in this area. There are also several NAR grants we would like to apply for (part of the Core Standards), if interested, let me know as we will need member assistance.

The Association Executives (AE) across the country recently completed our annual AE Institute by the National Association of REALTORS®. We spend a week learning from top speakers and NAR staff on topics that will help us stay in compliance, move Associations forward and provide networking opportunities to share ideas. RASM staff will be reviewing the material I brought back so we can set a plan for providing the best customer service while we keep the Association in compliance and continue moving forward.



Awards and Certifications

RASM: In recognition of Outstanding Leadership and Commitment supporting the National Association of REALTORS® Political Advocacy Fund.

RESO Compliance Certificate: Real Estate Standards Certification.

Effective 02/23/17 to 03/16/2018

NAR Compliance: RASM Bylaws, MLS Policies, MLS Rules/Regulations, Lockbox Rules in compliance with NAR 03/17/17.

Deb completed the requirements to receive recertification as an RCE (REALTOR® Association Certified Executive) from the National Association of REALTORS®.

MINNESOTA REAL ESTATE JOURNAL MREJ.com

REAL ESTATE SUMMITS
LEARN • NETWORK • SUCCEED

2017 Annual Residential Real Estate Summit

APRIL 7, 2017

Golden Valley Country Club

7:30 am - Registration & Hot Breakfast

8:00 am - 12:00 pm Program

4 Hours Real Estate CE applied for

For full details [click here!](#)

Mankato

Real Estate Investment & Development Summit

REAL ESTATE SUMMITS
LEARN • NETWORK • SUCCEED

MINNESOTA REAL ESTATE JOURNAL MREJ.com

Tuesday, April 11, 2017

Golden Valley Country Club
7001 Golden Valley Road
Golden Valley, MN 55427

7:15 AM Registration
7:30 AM Hot Buffet
8:00 AM - 12:00 PM Program

4 hours of real estate continuing education has been applied for



For full details [click here!](#)

Continuing Education

April 19th: 2016-2017 Required Module
8:30 a.m.—12:15 p.m. (3.75 hrs CE)
Instructor: Chris Prescott

April 20th: New Member Orientation
9:00 a.m.—12:00 p.m. (3 hrs CE)
MLS Portion 12:00 p.m.—1:00 p.m.
Instructor: Jason Beal

*Required for all new members

If you have not completed your education for this licensing period take a look at some of the online options below.

- [The CE Shop \(rasm.theceshop.com\)](http://rasm.theceshop.com)
- [Agent Campus \(agentcampus.com\)](http://agentcampus.com)

License renewals must be received by the Minnesota Department of Commerce before 4:30 p.m. Central Time on June 30, 2017.

Affiliates

A+ Certified Home Inspections—
507-625-8882 Carl Mulder,
info@mulderhomeinspections.com
CJ Mulder—mulder.cj@gmail.com

AgStar Financial Services—507-385-4942
Megan Smith—megan.smith@agstar.com

American Mortgage & Equity Consultants—
507-387-5626
Habib Sadaka—habib.sadaka@amecinc.org

American Waterworks—800-795-1204
Nate Proper—n.proper@american-waterworks.com

Ameradon Services, LLC—507-304-3537
Thomas Hamberg—test@ameradon.com

Appraisal Services of Mankato—507-387-1137
Erin Tisdell®, Gordon Oslund®, Kathy Thielges®,
staff@appraisalservicesmankato.com

Bank Vista—507-344-3506
Deb Ikier—debra.ikier@bankvista.com

Banner Appraisals, LLC—507-647-3060
Phillip Klenk® - banner@means.net

Bode Appraisal—507-359-9623
Robert Bode® - rbode@newulmtel.net

Bremer Bank—507-386-2226
Wayne Murra—wamura@bremer.com

C. Block Inspections—507-357-6453
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Carlstrom Home Inspections—507-317-0516
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Central Inspections—507-382-8866
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Justin Giefer—justin.giefer@cbfg.net

First National Bank Minnesota—507-625-1121
Russ Blaschko—russell.blaschko@fnbmn.com

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Maureen Gustafson—
mgustafson@gislason.com

Hinrichsen Appraisal—507-526-2433
Brad Hinrichsen® - brich@bevcomm.net

Home Inspections by Hutch—507-240-0165
William Hutchinson—
hutch1014@newulmtel.net

Home Magazine—507-387-7953
Mary Degrood—maryk@homemagonline.com

Home Warranty, Inc.—877-977-4949
Del Meinen—info@homewarrantyinc.com

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Kendy Bibbs—kendy@nextstagedesigns.net

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Prokore Property Resources—507-388-4224
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RLT Appraisal—507-399-1794
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South Point Financial Credit Union—
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Jay Gostonczik—
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Southern MN Appraisal Services—
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Willette Inspections, LLC—507-995-6960
Jonathan Willette—jhw@hickorytech.net

April

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1
2	3	4	5	6 10 a.m.: Board of Directors Mtg 12 p.m.: Member Engagement Mtg	7	8
9	10 9:30 a.m.: Image 1 Studios Picture Day	11	12	13	14	15
16 	17	18	19 8:30 a.m.: 2016-2017 Required Module	20 9 a.m.: New Member Orientation	21	22
23	24	25	26	27	28	29
30						