



RASM Insider

March 2016

Volume 6, Issue 5



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IT'S BACK...

MARK YOUR CALENDAR!!

Legislative Impact Day
March 16th, 2016
@ MN History Center, St. Paul

\$27/person cost.

Parking is available at the MN History Center at the rate of \$6 per car.

Schedule for day:

- 10:00am - 12:00pm Meetings with your legislators
(these will be scheduled by your local association)
- 1:00pm - 4:00pm Legislative program at the MN History Center: 345 West Kellogg Blvd, St. Paul
 - >> **Todd Rapp, President, Himle Rapp & Company**
The Political Atmosphere in Minnesota
 - >> **Dr. Laura Kalambokidis, Minnesota's State Economist**
This program will provide historical content and an outlook of key economic indicators for licensees to share with their consumers and help them prepare for the upcoming economic changes that impact real estate. (1.0 hour of CE pending)
 - >> **Commissioner Mary Tingerthal, Minnesota Housing**
Minnesota Housing Programs and Initiatives
- 4:00pm-5:30pm Reception with legislators at the MN History Center —
Appetizers and cash bar available.

Register at: www.mnrealtor.com

Questions: Contact Katie Kuhn at kkuhn@mnrealtor.com

*****Cancellation Policy***** — you may cancel for a full refund up until March 11th. After March 11th you will be charged a \$10 cancellation fee.

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Upcoming Education

March 17th, 2016
Agent Beware

***Fulfills FH requirement**
8:30am -12:15pm

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of Real Estate CE
 Instructor: Mike Brennan
 Cost: \$39/member before 3/10 or \$44 after

March 17th, 2016
Avoid Censure, Suspension & Revocation

***Fulfills Agency & FH requirement**
1:15pm -5:00pm

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of Real Estate CE
 Instructor: Mike Brennan
 Cost: \$39/member before 3/10 or \$44 after

April 6th, 2016
Social Strategies in 2016
8:30am -12:15pm
***Note time change**

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of Real Estate CE
 Instructor: Rob Mehta
 Cost: \$39/member before 3/30 or \$44 after

Please register for these classes using the RAMCO Portal by [clicking here](#)



Professional Standards *Survey says*.....

Survey Result: *Talking Negatively about other Agents*



Article 15 of the REALTOR® Code of Ethics requires that all REALTORS® refrain from making false or misleading statements about other real estate professionals and their businesses.

So, let's all try and remember to be careful when talking about our competitors and co-workers at any time. That includes comments on social media and things you might think you are saying in confidence to a client or friend about a competitor or their business practices.

Professional Standards Committee

The RAMCO Portal is now live for your benefit!

What is the RAMCO Portal?

- Allows you to register and pay for classes/events online
- Allows you pay your dues online
- **Allows you to see your entire history of classes/events you have registered for and taken at RASM.** Print history reports for your record keeping.

For instructions on using the Portal [click here](#).



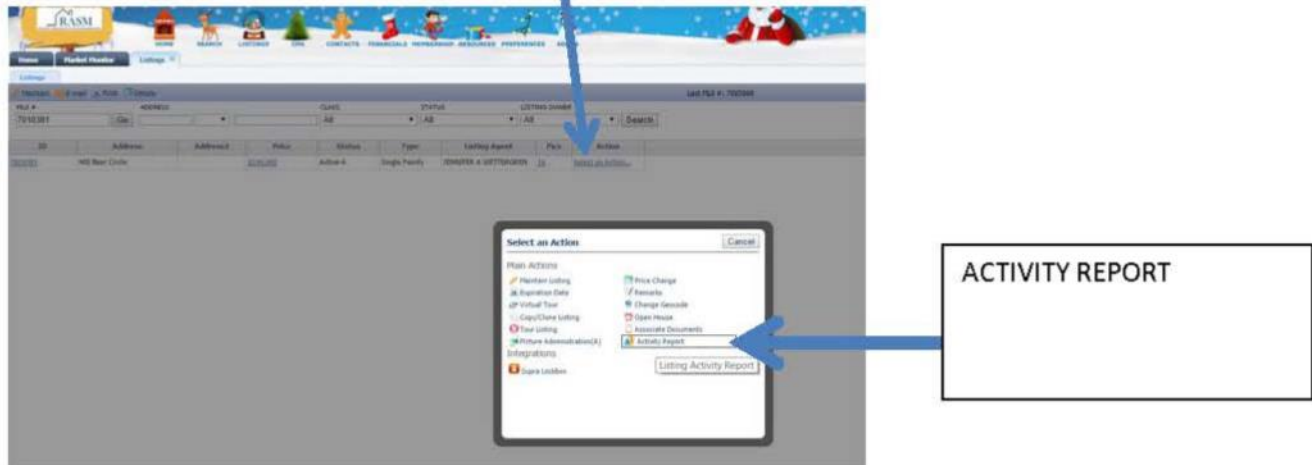
The start time for the April 6th Social Strategies in 2016 class has been changed from 9:00am to 8:30 am.

Thank you!

New Listing Activity Report in Paragon

There is a new report available in Paragon. This report is available to Brokers and office staff for all their company's listings and for agents with authorization to maintain their own listings.

The activity report can be found in the "select an action" drop down menu when you are in the maintenance section of Paragon.



The Activity Report includes the following data on a listing:

Matched Saved Searches:

Each time the listing is included in the result set of a saved search this value is incremented.

Matched Contacts:

Each matched saved search will be evaluated to determine the contact to which it is assigned. The total number of contacts whose saved searches include the listing as a match will be reported.

Property Details Viewed:

Each time the listing is viewed in a single listing detail view in any Paragon application this value is incremented.

Added to Listing Cart

The number of times the listing has been added to a Listing Cart.

Emailed from System:

Each time the listing is emailed from the Paragon application this value is incremented. Email activities include automatic notifications for prospecting purposes and listings selected to be emailed on an ad hoc basis.

Continued onto next page...

Total number of Hits:

This value will be incremented each time a listing is viewed in a single listing detail view within Paragon, Client Connect or emailed report views. The Hit Count data may be blocked by field security. If this is the case Listing Activity Tracking data (Listing Detail Views) will be substituted in lieu of hit count data. This data represents the complete total number of hits on the listing to date and should be the sum of the Agent Hits and Client Hits combined. Note: all client hit counts or detail views are limited to one per unique IP address per 24 hours.

Total number of Agent Hits:

Each time an agent views a listing in Paragon in a single listing detail view this value is incremented. If the agent hit count field is disabled by field security or configuration listing activity tracking data will be substituted.

Total number of Unique Agent Hits:

The agent hits are evaluated by Paragon user ID to determine how many unique agents viewed the listing. If the agent hit count field is disabled by field security or configuration listing activity tracking data will be substituted.

Total number of Client Hits:

Each time an individual views a listing in a BKMLS application outside of Paragon this value is incremented. Client hits are limited to one per unique IP address per 24 hours to discourage inflated listing activity reports. If the client hit count field is disabled by field security or configuration listing activity tracking data will be substituted.

Total number of Unique Client Hits:

The client hits are evaluated by IP address to determine how many unique clients viewed the listing. If the client hit count field is disabled by field security or configuration listing activity tracking data will be substituted. Client hits are limited to one per unique IP address per 24 hours to discourage inflated listing activity reports.



**Wells Federal Bank and
MN Valley Federal Credit
Union for providing
breakfast for the Thurs-
day Tidbit sessions!**

NAR Code of Ethics Training Due in 2016

REALTORS® are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time within four-year cycles. The training must meet specific learning objectives and criteria established by the National Association of REALTORS®.

The current four-year cycle will end Dec. 31, 2016. After 2016, Code of Ethics training cycles will be every (2) years.

Training may be completed through your local REALTOR® Association or online thru realtor.org or the CE Shop.

Note: If completed online make sure the course meets the NAR Ethics requirements. You will also have to let Brittni at the Association Office know if the course was completed online so it can be uploaded to your NRDS record.



Office Chatter..... Deb Hansen, CEO



Board of Directors:

As we are into our sixth month of the RASM year, there are a few updates you may be interested in:



NAR Core Standards:

We have been working to "up our game" so that we are able to fulfill the NAR Core Standards this year. The criteria is basically the same this year, however the standards for 'passing' will be much tougher. One of the areas we need to work on is Advocacy, so the Governmental Affairs Committee has been working to make sure we are expanding our work in that area.

Board of Directors:

In an effort to fulfill the Core Standards and have the Association (representing the membership) more of a visible entity, we have joined Greater Mankato Growth (GMG). GMG represents the region, not just Mankato/North Mankato interests, so the Board felt the Association could benefit.

Part of the Core Standards is also 'Consumer Outreach', so we want to promote the use of a REALTOR®, why use a REALTOR®, NAR's Code of Ethics requirement and the vast involvement of the membership in their communities. We have created a brochure covering all of these areas that will be used to distribute at the "Business Before Hours" event. We will also be posting the information and brochures for you to share. The goal is to promote the REALTOR® brand for the benefit of all the members.

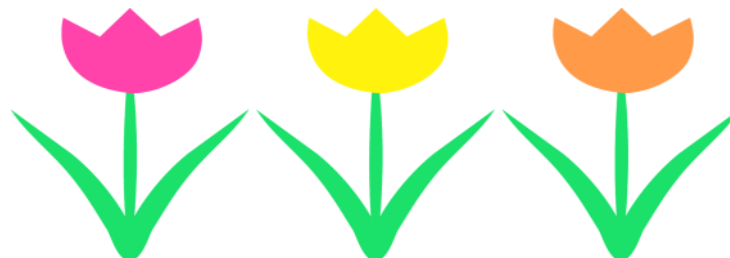
Governmental Affairs Committee:

The Committee put together "Get Out the Vote" messages that will be shared more towards the actual election time. While the messages are fun, they are important.

If your town has an area of concern that you would like assistance with, please let us know.

MN House Representative Jack Considine met with members of the Association on Monday, March 7th to discuss issues coming forward at this year's Session. Thank you Jack for taking the time to meet with us!

We hope to see you at Legislative Impact Day (LID) on March 16th!



Message from the President...

Dick Norland



Mr. Ron Wirtz, Regional Outreach Director for the Mpls Federal Reserve Bank contacted the Association for market and economic information for the area. He helps track regional, "real-time" business conditions for the Bank heading into FOMC meetings (where the Fed sets interest rates and makes other monetary policy decisions). He was looking to expand the number and geographic breadth of real estate contacts that he has in regional markets across the Ninth District. Jeff Dittrich (New Ulm), Karla Van Eman (Mankato), Judy Ness (Mapleton, Winnebago, Mankato), Deb Hansen and myself met with Mr. Wirtz to discuss the local real estate markets and economic conditions in the area.

Such feedback goes toward the compilation of the Fed's Beige Book, which helps the Fed gauge current economic conditions for the purposes of setting monetary policy. He indicated that he would be watching the region with particular interest in the coming years, so we will be in contact as he needs additional information. The meeting was very interesting and we were very pleased to be contacted as a source for area information.

**Mark your calendar for the RASM
and Home Magazine Spring Open
House Weekend!**

***Saturday & Sunday
April 23 & 24***



**RASM will be copying the Open
Houses out of Paragon and post-
ing them on our Facebook page
for you to "Share" on your own
page**

thank
you!

**Wells Fargo for
providing lunch in
between the classes
on February 18th.
It was much
appreciated!**

**WELLS
FARGO**

Mark your Calendar

3/7/16—Jack Considine Coffee @ RASM

3/16/16—LID

3/17/16—Agent Beware Class

3/17/16—Avoid Censure, Suspension & Revocation Class

3/25/16—Good Friday

3/27/16—Easter

4/6/16—Social Strategies for 2016

4/7/16—Board of Directors Meeting

4/7/16—Governmental Affairs Committee Meeting

4/13/15—A Seminar for Real Estate Agents (District 77) NO CE

4/20/16—MN Department of Health Education Classes

4/21/16—New Member Orientation

5/4/16—Board of Directors Meeting

5/5/16—Required Module

5/5/16—Code of Ethics class



UPDATE

Did you know the Mankato School District recognizes that 250 children are attending school right now THAT ARE HOMELESS? We have entire family systems experiencing homelessness while doing the best they can to keep their kids in school. These families do not need shaming looks and judgment. They need accessible services and stable housing. If you are in a position to help, please contact a school social worker at any one of the schools in the Mankato District or consider donating to The REACH.

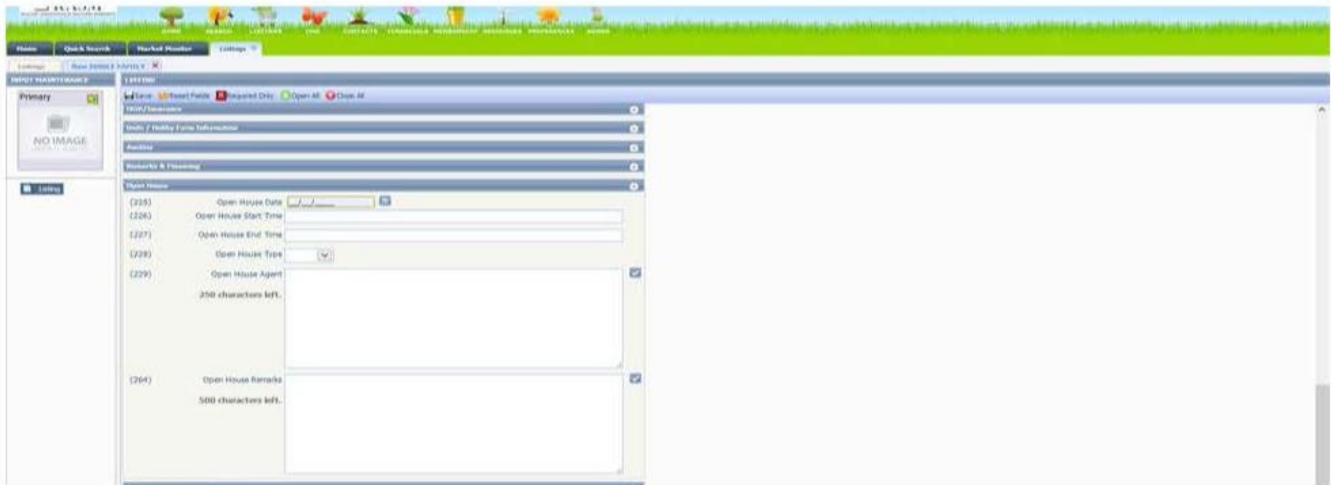
MLS Tip....

Jenny Simon, MLS Director

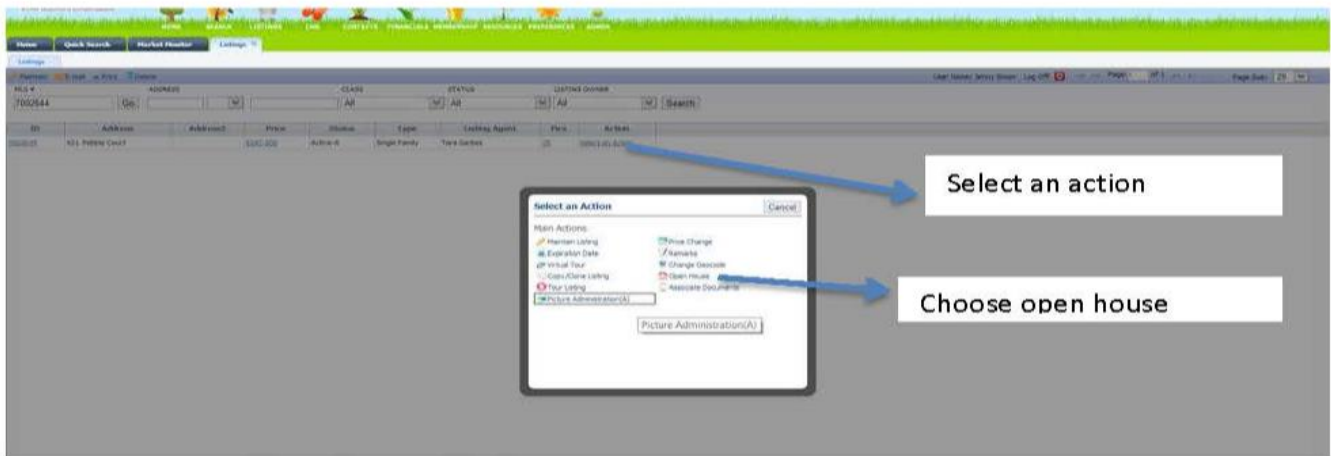


Open Houses in Paragon

There are 2 places open houses can be added in Paragon. If you want your open house to be available in the IDX feeds and displayed on sites that show upcoming open houses you must enter the information in the input/maintenance area in the open house section.



You can also enter the information in the tour/open house portion which is found under the “select an action” drop down when you are in the maintain listing area.



As agents search differently it is suggested to enter your open houses in both areas.

April 2016

Sun

Mon

Tue

Wed

Thu

Fri

Sat



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6 Social Strategies for 2016 class

7 Board of Directors Meeting
Governmental Affairs Meeting

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13 District 77 School Seminar (NO CE)

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20 Minnesota Department of Health classes

21 New Member Orientation

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RPAC Review



RPAC Donors for 2016

- Angie Jenkins
- Chad Luscomb
- Deb Drummer
- Mary Kay Goettl
- Matt McBride
- Scott Jameson
- Sue Waletich
- Laurie Cottingham
- Lisa Besemer
- Nate Proper
- KC Lundberg
- Judy Conroy
- Pat Hruby
- Deb Richmond-Johnson
 - Tim Schultz
- Wayne Novotny
- Christa Wolner
 - LaNaye Kral
- Stacey Edwards-Jones
 - Taylor Gorder
 - Gary Sturm
 - Tom Mayberry
 - Kelly Brown
- Molly Schroeder
 - Patti Pherson
 - Jodi Weller
 - Adam Macho
 - Habib Sadaka
- Cheryl Kregel
- Vonda Herding
- Bonnie Kruger
- Joyce Krenz
- Kelsey Sabatino
- Jen Schmidt
- John Chrest
- Judy Meyer
- Kelly Bode
- James Beal
- James Norland
- Dick Norland
- Andrew Kolars
 - Peg Ganey
- Mary Ann Donahue
 - Karry Meyer
- Christine Gerber
 - Sara Fette
 - Hal Natvig
- Cheryl Lustig
- Anthony White
- Rich Draheim
- Lynnette Draheim
- Dan Christensen
- Christi Hillesheim
 - Susan Larvick
 - Brenda Grams
 - Angie VanEman
 - Joe Maidl
 - Lana Eccles
 - William Cowell
- Brad Hinrichsen
 - Darrell Hysten
 - Eric Bode
- Melissa Bruellmann
 - Patti Bode
- Craig Woodward

What is RPAC?

RPAC is a voluntary political action committee consisting exclusively of REALTOR® members who care about protecting the real estate industry and the American Dream by participating in government affairs at the local, state, and federal levels.

- Chuck Wingert
 - Bev Thorn
- Shannon Beal
 - Jason Beal
- Jackie Derner
- Brenda Leagjeld
- Carolyn Gunton-Lewis
 - Neoma Peterson
 - Linda Roth
 - Marlene Barnes
 - David Hup
 - Ellen Gruhot
- Dennis Terrell
 - Joel Brinker
 - Jim Pfau
 - Jeff Kaul
 - Adele Jacobs
 - Pam Davey
- Michelle Harmon
 - Deb Atwood
- Jackie Graham
 - Pam Yegge
- Cathy Sieberg
- Sherry Dolan
- Jackie Dawald
 - Lorri Rieff
- Jeremiah Frein

Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. You may refuse to contribute without reprisal and the National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PAC to support state and local political candidates. Until your state PAC reaches its RPAC goal 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 441a; after the state PAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates.

- Jacob Sheldon
- Jennifer Wettergren
 - Tim Strobel
- Dennis Merritt
 - Rod Ball
- Chris Thomas
- Lynn Gudgeon
 - Terri Jensen
- Megan Smith
- Michael Atwood
 - Bob Klesath
- Karla VanEman
- Mike VanEman
 - Zac Murra



Don't forget RASM has Online Education!

To access online education go to www.rasminfo.com
 Can be found on the Online Education page under the Education tab
 Click on either the CE Shop classes or Agent Campus classes



The CE Shop



Agent Campus



NAR News.....

Did you know you have until December 2016 to get your .REALTOR web addresses for FREE (one per member, for one year)? [Click here](#) for more information.



RASM Bylaws:

Membership dues shall not be prorated if the licensee held REALTOR® membership during the preceding calendar year.

Exciting News from Minnesota RPAC... They have launched a new and improved website.

www.mnrpac.org



SUCCESSES | ISSUES & CANDIDATES | RESOURCES | INVESTOR RECOGNITION | INVEST



Like us on Facebook!



[Facebook.com/RASM47](https://www.facebook.com/RASM47)

The new website has:

- Interactive Issue Finder Tool
- RPAC Cost Savings Calculator
- RPAC & Legislative Events
- Lists of RPAC Supported Candidates and much more!

Membership Update

Members are hereby notified that the following individuals have applied for REALTOR® Membership in the REALTOR® Association of Southern Minnesota. Comments concerning any of the following applicants should be in writing and directed to the Association office.



New REALTORS®:

- ◆ Amy Swenson—NuStar Realty
- ◆ Sarah Yates—NuStar Realty
- ◆ Jay Sallstrom—Century 21 Atwood Realty
- ◆ Jessica Ringler—JBeal Real Estate Group
- ◆ Mark Gerber—RE/MAX Dynamic Agents
- ◆ Drew Peterson—NuStar Realty

REALTORS® Who Transferred Offices:

- ◆ Darren Bruns—Century 21 Landmark REALTORS®
- ◆ Mary Jo Mickelson—Real Living Home to Home Realty

REALTORS® Who Dropped RASM Membership:

- ◆ Angela Schugel—Century 21 Koeckeritz Realty

New Affiliates:

- ◆ Jenna Arkins—Wells Federal Bank



★★★
 ★★★★★★
 ★★★★★★ Congratulations to Chris Cousins, ★★★★★★
 ★★★★★★ Connect Real Estate Group, on ★★★★★★
 ★★★★★★ earning your GRI Designation! ★★★★★★
 ★★★★★★
 ★★★

Reminder: If your office does not use Supra keys but you would like to rent one, please contact the Association Office. Temporary keys can be rented for \$25 and must be returned within 3 days of issuance.

A+ Certified Home Inspections LLC—507-625-8882
Carl Mulder, Carl Mulder (CJ)
info@mulderhomeinspections.com, 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®, Kathy Thielges®, Gordon Oslund®
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
Corey Block, cblock@frontiernet.net

Central Inspections—507-382-8866
James Watts, wattstileandstone@gmail.com

Citizens Community Federal—507-386-0200
Adam Macho, amacho@ccf.us

Community Bank—507-385-4444
Alyssa Bowers, Justin Giefer
alyssa.bowers@cbfg.net, justin.giefer@cbfg.net

Hertz Real Estate Services—515-382-1500
Terri Jensen®, TerriLJensenALC@Cox.net

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

Frandsen Bank & Trust—507-345-5455
Nancy Galston, ngalston@frandsenbank.com

Gislason & Hunter LLP—507-354-3111
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

Jones & Magnus, Attorneys at Law—507-385-4488
Stacey Edwards-Jones, stacey@jonesmagnus.com

Mankato Free Press—507-344-6339
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McGowan Water Conditioning—507-388-3361
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Ben Ney, benn@mcgowanwater.com
Trevor Waagner, trevorw@mcgowanwater.com

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North American Title Company—507-385-0227
Janean Winter, JWWinter@nat.com

Pete Peterson Appraisal—507-243-4213
Pete Peterson®, appraise@hickorytech.net

Pioneer Bank—507-625-3268
Alissa Brekke, abrekke@bankwithpioneer.com

Prime Source Funding—507-385-6000
Ryan Stangl, rstangl@primesourcefunding.com

Profinium—507-389-8910
Jennifer Svien, jennifers@profinium.com

Prokore Property Resources—507-388-4224
Randy King, randy@prokoreresources.com

Reliable Home Services LLC—507-327-8641
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River City Appraisal Services LLC—507-388-1276
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Mike Enger®, smasgm@bevcomm.net

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Kim Schmidt, kimberlyschmidt@stewart.com

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Nate Wenner, info@wennerinspection.com

Willette Inspections, LLC—507-995-6960
Jonathan Willette, jhw@hickorytech.net

