



Message from GLAR Board President

Happy St. Patrick's Day  *GLAR Members!*

Please look at this great article explaining, "That's Who We R®" by Victoria Gillespie, NATIONAL ASSOCIATION OF REALTORS®

The wait is over. Today, the rollout for NAR's new [That's Who We R®](#) ad campaign begins! The campaign was built to feel authentic and compelling to consumers. I'm excited to share the first full-length ad with you.

Watch the 60-second TV commercial at www.ThatsWhoWeR.realtor.

[That's Who We R®](#) champions REALTORS® and what sets them apart from non-members and apps. It showcases the pride, passion and dedication that REALTORS® bring to their work, while telling the story of who they are as advisors, advocates, volunteers, neighbors -- and as ethical real estate professionals.

Please visit [That's Who We R®](#) to learn more about the campaign and find assets such as ads and social posts for members and associations to leverage for their own promotion. I also invite you to use the online form to share the story of how you launched your real estate career and read other submissions.

I look forward to sharing more with you as [That's Who We R®](#) evolves and new assets are added throughout 2019.

GLAR Members, let's get behind this campaign and show our spirit by shopping our local **GLAR REALTOR® Store** and wearing our R® with pride!!!

Have a Successful March and Be Safe!



Sandy Swanson
GLAR Board President
218-839-4390

Message from GLAR Executive Officer

A special “thank you” to all the affiliates that participated in this year’s Expo. It truly was a great production and contained a ton of quality content for the active Realtor®. The event is not possible without you. Additionally, our Special Events Committee did an excellent job in putting the event together. Thank you for your ideas and creativity.

STATE NEWS:

Attached is a 2-minute video update discussing four very important issues currently taking place at the state capitol that will have an impact on the real estate industry.



[WATCH HERE](#)

LOCAL NEWS:

Spring is on its way....I promise. With the market starting to show signs of increased activity – Please take a moment to review the rules and regulations regarding “Coming Soon, Marketing Properties, and Staying Compliant.” You can access these rules on NorthstarMLS home page.

Links for quick reference: [Coming Soon](#), [MLS Rules and Regulations](#), [10 Most Common MLS Violation](#).

Also, Chelsey Perkins (Brainerd Dispatch) has been kind enough to allow us to reprint her “Regional Report” highlighting a good number of Real Estate Issues around the area. I am attaching the link to her report. It’s a quick read and is very informative. [REGIONAL REPORT](#)

I wish you much success in the upcoming spring season.



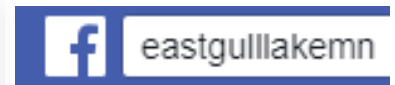
Dolly Matten
GLAR Executive Director
218-828-4567



In the
Spotlight

Lasered from the Heart is passionate about creating personalized custom laser engraved products that our customers love and understanding who customers are and what they want. Our heart goes into each item as if we were making that item for a family member or close friend, that is how much each item means to us for producing a high-quality item you would be proud to display or give us a gift.

(For more information, please click on the logos below)



"We have a highly motivated team, that strives to be creative and unique on each individual project. We, at Lasered from the Heart, deliver on our promises and provide our customers with the products that exceed their expectations. We communicate frequently from start to finish on each individual project. When you receive your personalized custom product in the mail, there will be no surprises. We look forward to earning your business and loyalty."

Brett Anderson, Glen Burkhalter

Click on the clipart below to access our Facebook Page

We are here to keep everyone informed with information that will benefit everyone!



Have you had the chance to see our facebook page?

Be sure to...**LIKE, FOLLOW & SHARE!**

UPCOMING CONTINUING EDUCATION

For Online Continuing Ed, click below



DATES	CLASSES	TIMES	CREDITS
March 6	Residential Appraising (Suzanne Barkalow)	8:30a - 5:00p	8.0
March 7	USPAP (Suzanne Barkalow)	8:30a - 5:00p	8.0
March 13	Electronic Signatures (Kevin Goedker)	1:00p - 3:30p	2.5
March 20	Cass County GIS/Assessor Location: Walker Community Center (All Cass County Dept Heads)	8:30a - 5:00p	8.0
March 20	Instanet/Transactions (Kevin Goedker)	1:00p - 4:00p	3.0
March 28	Insider's Guide to Home Warranties (Peter Jackson)	9:00a - 12:00p	3.0
March 28	MLS Basics (Kevin Goedker)	1:00p - 5:00p	4.0

These classes have been approved by the MN DOC for the number of hours specified for CE. All Meetings and Education are held at GLAR unless otherwise noted.

Committee Members Wanted! Come Volunteer with us!

Are you looking for something rewarding to do and would like to be amongst other great people? Not sure what it involves, ask any one of the volunteers on the next page for more information.



*Come be on any of these committees...Budget, Bylaws, Education, Government Affairs, Membership, MLS, Public Relations, Special Events and/or Technology

*We welcome new faces and embrace new ideas!

*Next page lists our awesome group of people that already volunteer on one or more GLAR's Committees!

[Click here to fill out application](#)

Our Address and Phone

Greater Lakes Association of Realtors
15344 Pearl Drive
Baxter, MN 56425
218-828-4567

Code of Ethics Required Every 2 Years.

Association Hours:

Monday thru Friday
9:00am-5:00pm
Closed Saturday

IMPORTANT INFORMATIONAL WEBSITES

- *Department of Commerce www.commerce.state.mn.us
- *Greater Lakes Association of REALTORS® www.greaterlakesrealtors.com
- *Minnesota Association of REALTORS® www.mnrealtor.com
- *National Association of REALTORS® www.nar.realtor

GLAR AFFILIATES**COMPANY**

A.W. Research Labs
 Alder Creek Custom Cabinets
 Almost Home Inspections
 American National Bank-Baxter
 American National Bank-Brainerd
 American National Bank-Pequot Lakes
 Atlas Abstract & Title
 B. Johnson & Associates, LTD
 BlackRidge Bank
 BlackRidge Bank
 BlackRidge Bank
 Brainerd Dispatch
 Brainerd Savings & Loan
 Brainerd Savings & Loan
 Brainerd Savings & Loan
 Brainerd Savings & Loan
 Brainerd Weightloss & Wellness Center
 Bremer Bank
 Bremer Bank
 Central Choice Insurance Group
 Central Lakes Insurance Brokers
 Central Water Testing Lab
 Compeer Financial
 Consolidated Telecommunications Co.
 Crow Wing County Abstract Co.
 Crow Wing Power Credit Union
 Cygneture Title Solutions
 Deerwood Bank
 Deerwood Bank
 Deerwood Bank
 Diversified Handyman LLC
 Eagle Vision Home Inspection
 Edina Realty Title, Inc.
 Elite Environmental Services, LLC
 Elite Title & Escrow
 First American Title
 First National Bank
 Frandsen Bank & Trust
 GR Promotions, A Vernon Company
 HealthSource Chiro-Progressive Wellness
 Hedlund Chiropractic
 Hi-Tech Home Inspections
 HomeTeam Inspection Service
 Home Warranty, Inc.
 Hubbard Radio-Brainerd
 Insty Prints
 Insurance Advisors
 Jamie Koop Insurance
 Klein & Fleming Insurance Services

CONTACT

Sara Ahlers
 Michael Brenny
 Terry Barrows
 Sam Horn
 Malissa Tandeski
 Loren Alexander
 Nate Jensen
 Tad Johnson
 Sandy Bebler
 Darlene Hardy
 Tanner Rogers
 Linda Hurst
 Jennifer Carlson
 Joseph Sparks
 Maria Orłowski
 Mike Kuck
 Angela Remmick
 Gary Johnson
 Brandon Larson
 Brian Sedlachek
 Shane Paskey
 Margaret Devorak
 Jodie Garceau
 Andy Isackson
 Diane Junker
 Scott Jackson
 Suz Pohl
 Becky Eckelman
 Casey Kannel
 Julie Mohs
 Jed Jackson
 Bill Anderson
 Katie Bahma
 Brad Johnson
 Shayna McCulloch
 Michelle Barstow
 Troy Friberg
 Chris Boelter
 Pam Braland
 Dillon Remmick
 Bryan Hedlund
 Todd Peterson
 Kyle Holm
 Peter Jackson
 Jeff Hilborn
 Ron Morris
 Tom Hice
 Mike Koop
 Brad Fleming

EMAIL

sara@awlab.com
 mike@aldercreekcabinets.net
 terry@almosthomeinspection.com
 shorn@anbm.com
 mtandeski@anbm.com
 lalexander@anbm.com
 njensen@atlasabstract.com
 tad@brainerdcpa.com
 sandy.bebler@blackridgebank.com
 darlene.hardy@blackridgebank.com
 tanner.rogers@blackridgebank.com
 linda.hurst@brainerddispatch.com
 jenny.carlson@brainerdsavings.com
 joseph.sparks@brainerdsavings.com
 maria.orłowski@brainerdsavings.com
 mike.kuck@brainerdsavings.com
 flcbaxter@gmail.com
 gljohnson@bremer.com
 bllarson@bremer.com
 bsedlachek@sagepointadvisor.com
 shane@clakeins.com
 cwtestinglab@gmail.com
 jodie.garceau@compeer.com
 andy.isackson@ctctelecom.net
 diane.junker@cwac.com
 jackson@cwpower.com
 suzep@cygnetureonline.com
 beckye@deerwoodbank.com
 caseyk@deerwoodbank.com
 julieh@deerwoodbank.com
 diversehomeinspection@gmail.com
 billand@brainerd.net
 katiebahma@edinarealtytitle.com
 brad.johnson.elite@gmail.com
 shayna@elitetitle.co
 mbarstow@firstam.com
 troy.friberg@fnbwalker.com
 cboelter@frandsenbank.com
 pam.braland@charter.net
 drremmick@gmail.com
 doctorhedlund@yahoo.com
 hitechhomeinspections@outlook.com
 lakesarea@hometeam.com
 peterjackson@homewarrantyinc.com
 jhilborn@hubbardradio.com
 ron@brainerdinsty.com
 t.hice@iaimn.com
 mike@coopinsurance.com
 brad@kleinfleming.com

GLAR AFFILIATES

COMPANY

Lakes Area Habitat for Humanity
 Larson Abstract Co.
 Lasered From The Heart
 Leer Title Services
 Mayo Creek Home Inspection Sevices
 Members Cooperative Credit Union
 Members Cooperative Credit Union
 Mid MN Builders Association
 Mid MN Federal Credit Union
 Mortgage Lending Services, LLC
 Navigator Home Inspections
 Neighborhood National Bank
 Noble Escrow & Title
 Odor Eliminators
 Pine Country Bank
 PrimeLending
 Pro-Tech Home Inspections
 Property Source
 Randall State Bank
 RiverWood Bank
 ServiceMaster
 Surety Home Inspection Team, LLC
 The Blue i Group LLC
 Tradition Mortgage
 US Bank
 Wells Fargo Home Mortgage
 Whitebirch Home Inspection Services

CONTACT

Mary Johnson
 Roxanne Matsen
 Brett Anderson
 Ineke Leer
 Robert Malecha
 Travis Betley
 Ben Berghuis
 Colleen Faacks
 Ginger House
 Mike Engel
 Jonathan Kline
 LeeAnn Hohenstein
 Krista Fogarty
 Jay Kellner
 Katie Kapus Jackson
 Laurie Whitlow
 Bill Lewis
 Crystal Reed
 Todd Brown
 Jaime Rowlette
 Bill Bailey
 David Strunk
 Lou Hagen
 Lynn Mittelsteadt
 Michael Engen
 Sarah Bruen
 Scott Ebnet

EMAIL

mary.johnson@lakesareahabitat.org
 rmatsen@larsonabstract.com
 brett@kurilla.com
 ineke@leertitle.com
 mayocreek@gmail.com
 travis.betley@membersccu.org
 benjamin.berghuis@membersccu.org
 cmfaacks@brainerd.net
 ghhouse@mmfcu.org
 mike.engel@trustonefinancial.org
 jonathan@navigatorhomeinspections.com
 leeann.hohenstein@neighborhood.bank
 kfogarty@nobleescrow.com
 odoreliminators02@gmail.com
 katie@pinecountrybank.com
 lwhitlow@primelending.com
 service@protechinspects.com
 crystalr@brainerd.net
 todd.brown@randallstatebank.com
 jaime.rowlette@riverwoodbank.com
 jackie@servicemasterretka.com
 suretyhome@gmail.com
 lou@theblueigroup.com
 lynn@homeloanmn.com
 michael.engen@usbank.com
 sarah.l.bruen@wellsfargo.com
 scottebnet@gmail.com

Are you wondering what CE courses are required or what you still need to take?

Go to Pulseportal.com. Here you will find that information and other services.

Follow these simple steps...

1st **Choose a Program** "Minnesota Department of Commerce"

2nd **Choose your Board** (the profession you are in).

3rd **To see what your current status is for licensing and class requirements, you will need your last name, Social Security#, and License#.**

4th **Scroll down to "Other Services" and click on "Review your CE Transcript"** That will open a page that shows what you have taken and what is required.

The screenshot shows the Pearson | VUE PULSE portal. At the top left is the Pearson logo and 'Pearson | VUE'. Below it is a 'Home' link. On the right is an 'Adjust font size' button with up and down arrows. The main heading is 'PULSE'. Below that is a welcome message: 'Welcome to Pearson VUE's Credentials Management System for Certification and Licensing Programs'. A dropdown menu is labeled 'Choose a Program:'. At the bottom, there are links for 'Terms & Conditions of Use', 'Privacy Policy', and 'Download Adobe Reader'. The footer text reads: 'Copyright © 2019 Pearson Education, Inc. or its affiliate(s). All rights reserved. pvuecopyright@pearson.com'.

The PULSE Portal offers online licensing capabilities for the Minnesota Department of Commerce in the following industries: Real Estate, Collections, Appraiser, Abstracter and Bullion Product Dealers.

If you have questions about specific licensing procedures, many of them can be answered by reviewing that specific license on our website: [MN Department of Commerce - Licensing](#) If you have any further questions, you may contact the Licensing Division at: Phone: 651.539.1599 E-mail: Licensing.Commerce@state.mn.us Education E-mail: Education.Commerce@state.mn.us

GLAR LEADERSHIP TEAM 2018-2019

President	Sandy Swanson	Sandra.Swanson@Century21.com	218-839-4390
President Elect	Brad Wadsten	BradWadsten@EdinaRealty.com	218-821-2721
Past President Rep	Sheila Holley	SheilaHolley@EdinaRealty.com	218-839-9058
Secretary	Theresa Bilben	TheresaBilben@gmail.com	218-556-3980
Treasurer	Pete Thomes	PeteThomes@EdinaRealty.com	320-630-0994
Director	Angie Petersen	Angie.Petersen@kw.com	320-232-9156
Director	Mark Pietig	Mark@Pietigproperties.com	218-821-0767
Director	Laurie Simonson	Laurie@SandelandsRealty.com	763-607-8409
Director	Kevin Kruchten	KevinKruchten@EdinaRealty.com	218-251-4949
Affiliate Director	Sandy Bebler	Sandy.Bebler@BlackridgeBank.com	320-295-9714
MNAR Director	Sandy Swanson	Sandra.Swanson@Century21.com	218-839-4390
MNAR Director	Laurie Moe	LaurieM@UpnorthPropertySearch.com	218-838-7816
GLAR	Associate Staff	Office@GreaterLakesRealtors.com	218-828-4567

GLAR COMMITTEE VOLUNTEERS!

<u>BUDGET</u>	<u>BYLAWS</u>	<u>EDUCATION</u>	<u>EDUCATION(Cont.)</u>
Pete Thomes, Liaison	Sheila Holley, Liaison	Angie Petersen, Liaison	Keith Schwankl
Kevin Kruchten, Chair	Matt Pecarich, Chair	Renee Nieman, Chair	Preston Peters
Albin Kuschel	Doug Zaske	Breanna Sheley	Ronda Bjornson
Galen Johnson	Mike O'Connell	Colleen Goedker	Sandy Swanson
Jim Ruttger	Tim Nelson	Dennise Sonnee	
T.J. Simon	Viny Van Roekel	Dinah Sundberg	
<u>GOV AFFAIRS - RPAC</u>	<u>MEMBERSHIP</u>	<u>MLS</u>	<u>PUBLIC RELATIONS</u>
Brad Wadsen, Liaison	Laurie Simonson, Liaison	Theresa Bilben, Liaison	Mark Pietig, Liaison
Gary Scheeler, Chair	Raelyn Borg, Chair	Jim Eisler, Chair	Bill Satre, Chair
Becky Rentz	Matt Przybilla	Galen Johnson	Anthony Koop
Bill Brekken	Mandy Peterson	Jack Antolak	Jaime Rowlette
Brian Wallin	Steve Gall	Jim Ruttger	Jenny Carlson
Carrie Ruud	Tanner Rogers	Rod Osterloh	Malissa Tandeski
Doug Kern			Ruth Ann Veith
			Suz Pohl
<u>SPECIAL EVENTS</u>	<u>SPECIAL EVENTS (Cont.)</u>	<u>RPAC</u>	<u>TECHNOLOGY</u>
Sandy Bebler, Liaison	Jodie Garceau	T.J. Simon	Sandy Swanson Liaison
Mike Koop, Chair	Maria Orlovski		Tom Sandelands Chair
Ben Bergjuis	Molly Nelson		Eli Kohorst
Carolyn Olson	Sam Horn		Matt Wadsten
Dan Evans	Shayna McCulloch		Trent Baumann
Ginger House			

GLAR FOUNDATION BOARD!

Laure Moe	Sandy Swanson	Jennifer Werham	Angie Schultz
Kelly Woodman	Janene Imgrund	Laure Simonson	

MEMBERSHIPS



GLAR Board of Directors Accepted Memberships

Peter Jackson of Home Warranty, Inc.

Leslie Mattson of Lakeshore Properties, LLC

Sarah Knutson of Lakeshore Properties, LLC

New Brokerage Member!

Congrats and Welcome! Michael Fish of Property Management Inc (PMI Minnesota). Mike was previously with Weichert Realtors.

MLS Only Applications

Melissa Justice of Keller Williams Realty Professionals-Fergus Falls

Amber Bender of Bender Realty & Property Mgmt. -Frazee

New GLAR Applications

Sandy Oaks of Evergreen Appraisals LLC

New Office Staff

Maci Harrison of Century 21 New Horizons Realty -Little Falls & Rice

Kathie Davis of Davis Appraisals -Wadena

No Longer GLAR Members

Anne Schwarze of Aho Appraisals

Nicole Kaiser of Weichert Realtors-Tower Properties

Dennis Hollerman of Advanced Appraisals

Advanced Appraisals-Business

Brian Reiner of EXIT Minnesota Lakes Realty

Elizabeth Kelm of Keller Williams Realty Professionals

