



A message from your GLAR Board President

Lockboxes and the future- The GLAR Board has asked the MLS Committee to form a lockbox taskforce to determine what our Association should consider as options when our Agreement with Sentrilock ends in February of 2022. The MLS Committee, headed by Jim Eisler, will be reaching out to Brokers over the coming weeks with an invitation to get involved in this process. Historically, GLAR has provided a lockbox program as a member service and the lockboxes were purchased and are owned by GLAR.

Looking ahead to the work of the committee, a number of questions come to mind that may be considered as part of the committee's analysis and to spawn some interest to get involved, please consider the following:

- Do we need a standardized lockbox program?
- Are there emerging technology alternatives to lockboxes?
- Is the Regional MLS a better source for standardized statewide or regional lockbox programs? Through our membership participation and their platform of services, Realtors® share listing data, agree to share compensation, request and confirm showing appointments, provide showing feedback, yet do not use the MLS platform to access the properties through lockboxes. Is this a logical next step in their services?
- If we continue with past practices, what vendors should be reviewed beyond Sentrilock and Supra and which other local Associations should we align with for standardized access to properties?
- Should GLAR continue to own the lockboxes as a service to its members, and is the significant investment required for the next generation of lockboxes in the Association's and member's best interests?
- Should the individual members purchase the authorized lockboxes at their expense?
- Should leasing the authorized lockboxes, either by the Association or members be explored?
- How critical are one day access codes and are remote location communication issues hindering lockbox access for members?

Watch the GLAR Newsletter and The Buzz for details and get involved.



Thank you,

Brad Wadsten

GLAR Board President
218-821-2721

A message from your Association:**NATIONAL NEWS:****Understanding the MLS Clear Cooperation Policy**

All multiple listing services will require that a listing is submitted to the MLS within one business day of the listing being publicly marketed. Find out about the rationale behind this new Clear Cooperation policy, how it will affect you, and why the new rules create a more efficient, pro-competitive marketplace that benefits buyers and sellers.

[Watch this 5 minute video](#)

STATE NEWS:**Minnesota Realtors® Coronavirus Guidelines**

While the Coronavirus continues to be a growing concern across the country, MNR leadership wants to assure you that member safety and well-being are our top priorities, and we will follow the guidelines below until further notice:

Meeting Attendance

If you are scheduled to attend an event, class, meeting, etc. and are uncomfortable traveling to our office or host venues, please contact our staff and we will explore other arrangements. If you are at higher risk, you should abide by the CDC request to practice social distancing. If possible, we will accommodate your attendance at Association meetings electronically. Please stay at home if you or your family have:

- Traveled to any of the Level 3 countries listed below
- Been in close contact with anyone who is ill with COVID-19 or has traveled to any Level 3 countries
- Been or are currently mildly ill with COVID-19

According to the CDC, older people and people of all ages with severe underlying health conditions — like heart disease, lung disease and diabetes, seem to be at higher risk of developing serious COVID19 illness. If you are in a high-risk group, we strongly recommend you consider not attending meetings in person. Your health and safety are the highest priority.

Travel Advisories

On March 4, 2020, the U.S. Centers for Disease Control (CDC) changed its guidelines for travelers returning to the United States from countries with a Warning Level 3 travel health notice. The list currently includes China, Iran, South Korea and Italy. Stay updated by referring to the [CDC's latest travel updates](#).

The CDC is asking people returning from Level 3 countries to stay at home for **14 days and practice social distancing** (don't go to work, school or public places). People are asked to self-identify for this 14-day home quarantine. Please be aware of these new guidelines and changing alert levels if you or your family have traveled or will be traveling in the upcoming weeks.

Housing Day at the Capitol Monday March 23, 2020

Housing Day at the Capitol serves as a way for you to get involved—meeting face-to-face with legislators on key issues the housing industry faces every day. These issues have a major impact on your business and our housing market. Help make a difference for your industry and Minnesota Homebuyers!

In 2019 event attendees met face-to-face with 156 legislators (78% of the legislature) to share our key issues that impact the housing industry. Your attendance makes a difference.



LOCAL NEWS:

Crow Wing County:

Did you know that that Crow Wing County recently established a Housing Trust Fund? Did you know that Crow Wing County also just completed a detailed Workforce and Housing Study? Did you know that Crow Wing County will be looking for ways to get the word out to developers, employers, future homeowners, and REALTORS® concerning these new programs?

Due the newness of these events, GLAR will be working with the County, BLAEDC, and community leaders to help spread the news. Watch for more details and future presentations.

Preparing for a new Website

Over the next couple of month's we will be redesigning our website. Hopefully you will not see any disruptions to service (especially class registration) however, if you are having any difficulties or simply want to talk to a friendly voice and get registered for class – please feel free to call the office and we'll make sure you are taken care of. 218-828-4567

Association Financials:

Please note that the Associations Financials are available for member viewing at any time with the Association Director. You will be required to complete a confidentiality agreement, but we welcome any member who may want to review records to come into the office and do so. Thank you.

Dolly Matten
GLAR - Director
218-828-4567



GIVE BLOOD



Baxter Community Blood Drive

Sponsored by: GLAR

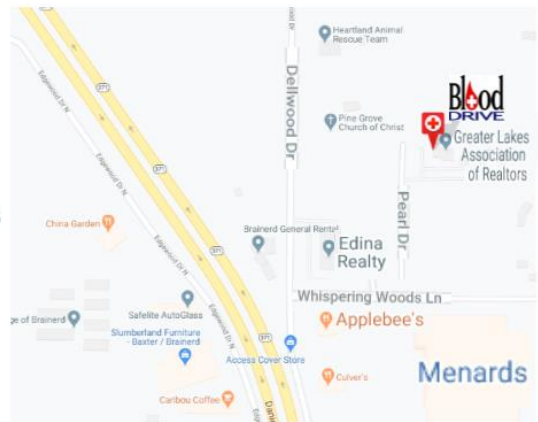
**Greater Lakes Association of Realtors®
15344 Pearl Drive - Baxter
Conference Room**

**Thursday, April 30, 2020
10:00am to 4:00pm**

App/Info: Call 1-800-RED CROSS (733-2767) or visit RedCrossBlood.org
enter Sponsor Code: GLAR



Download the Blood Donor App today. Get your digital donor card, schedule your next appointment, track your lifetime donations, view your blood pressure, and follow your donation on its way to a hospital.



Save a Life, Give Blood



**American
Red Cross**

1-800-RED CROSS | 1-800-733-2767 | redcrossblood.org | Download the Blood Donor App

**American
Red Cross****Blood Program**
*Leader***UPDATE****CORONAVIRUS DISEASE 2019 (COVID-19)**

The American Red Cross is closely monitoring the evolving situation regarding the outbreak of the coronavirus disease 2019 (COVID-19). While the risk of contracting any coronavirus through a blood transfusion is extremely low, out of the abundance of caution, we are taking actions to help ensure the safety of the blood supply, our donors, recipients, volunteers and staff.

The Red Cross is asking that individuals postpone their donation for 28 days following:

- Travel to China and its special administrative regions, Hong Kong and Macau, as well as Iran, Italy and South Korea;
- Diagnosis of COVID-19, contact with a person who has the virus, or suspected to have it.

There will be signage and donor educational materials on COVID-19 at all Red Cross blood drives and donation centers across the country.

BLOOD SAFETY FOCUS

- The Red Cross uses safety measures to protect the blood supply from all respiratory viruses including this coronavirus strain.
 - In addition to the travel deferral, the health history screening also helps to protect the blood supply.
 - Blood is only collected from individuals who are healthy and feeling well at the time of donation.
 - Red Cross employees follow thorough safety protocols at our blood drives including wearing gloves and personal protective gear, wiping down donor-touched areas after every collection, using sterile collection sets for every donation, and arm scrubbing.
 - Call back number, to connect with trained donor counselors, is provided if donor develops any symptoms of illness within the days following donation. Donations from such donors are immediately quarantined and not used for transfusion.
 - The Red Cross continuously monitors virus activity and takes proactive actions to safeguard the blood supply when necessary.
- During this public health emergency, donation information may change in the days and weeks ahead, so please be sure to consult with your Red Cross representative or staff at your blood drive with any questions.

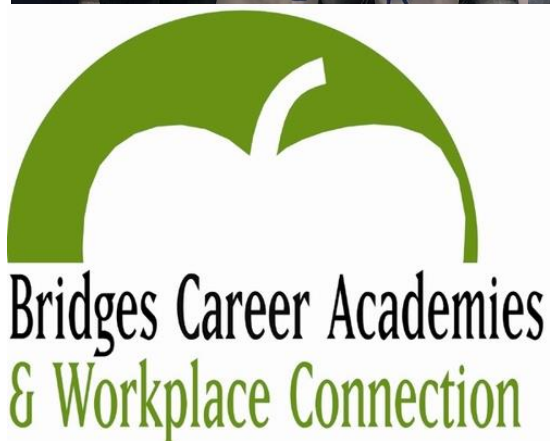
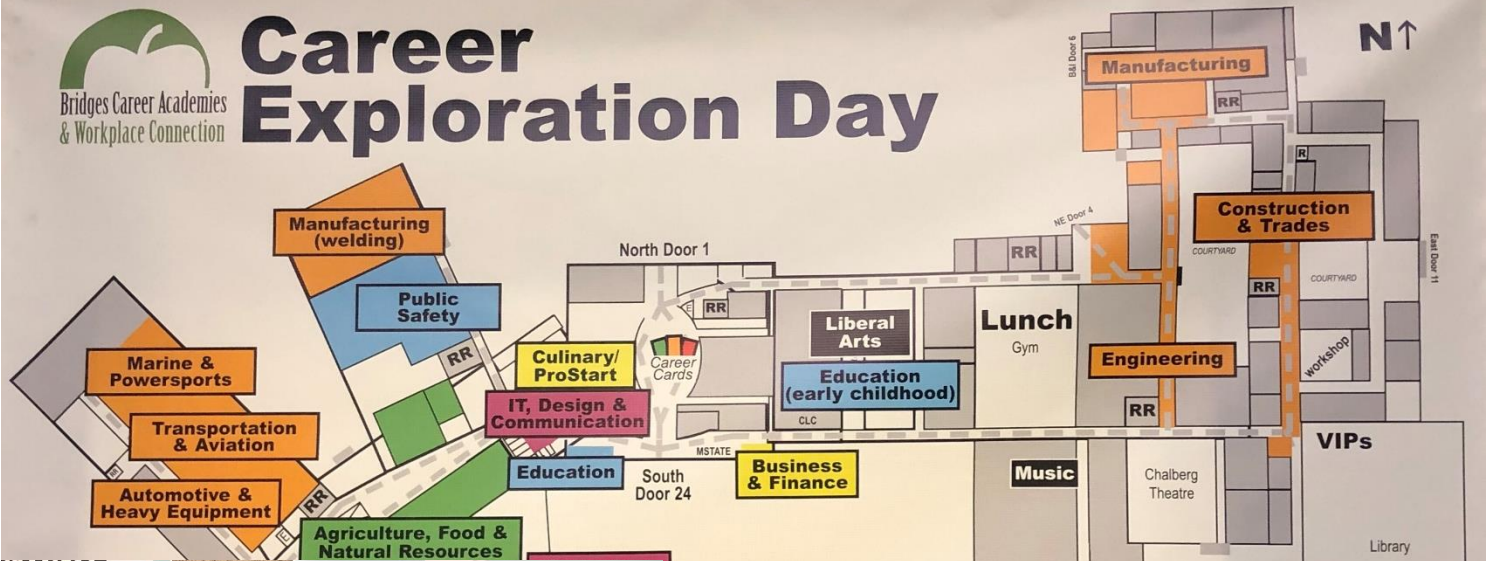
HOW YOU CAN HELP

- Recruit a few additional donors to your blood drive to help offset any individuals that may postpone their donation due to travel to affected areas.
- Educate your donors who have traveled to China and its special administrative regions, Hong Kong and Macau, as well as Iran, Italy and South Korea to schedule an appointment for more than 28 days after their return to the U.S.
- Volunteers who are helping donors at check-in and registration at your blood drive may be given information on-site regarding this coronavirus. They may be asked to share the information with donors and help those who may need to postpone their donation.
- For detailed donor eligibility questions, please have your donors call 1-800-RED CROSS (1-800-733-2767) or visit [RedCrossBlood.org](https://www.redcrossblood.org). For more information on the COVID-19, visit the CDC website at <https://www.cdc.gov/coronavirus/2019-ncov/>.

Thank you for your support! Should you have any questions please do not hesitate to contact your Red Cross representative.



Career Exploration Day



March is Food Shelf Month

**THANK YOU
TO ALL CONTRIBUTING MEMBERS OF
GLAR!**

*This year's member contributions will be going to **19** different food shelves in the Greater Lakes Area. Without you, this wouldn't be possible! Your efforts to serve your communities goes beyond listing and selling houses and into feeding the hungry here at home. Thank you.*


REALTORS
GREATER LAKES ASSOCIATION

Date: 3-9-2020

Pay to the order of: Greater Lakes Area Food Shelf \$ 5,000⁰⁰

Five Thousand ⁰⁰/100 Dollars

For: Member Contribution

All Contributing Members of GLAR
Authorized Signature

The Legal Updates and Clear Cooperation Meeting was informative and well attended.




UPCOMING CONTINUING EDUCATION

NOTICE: Our software for class registration has been nothing shy of a nightmare for the past month and it appears the service provider is unable to pinpoint the problem. Therefore, if you are having ANY difficulties registering for class - please just drop us a line at Office@greaterlakesrealtors.com and we will register you for your class(es). Thank you

Upcoming Courses

↓

LOCATION: Izzaty's <div style="display: flex; justify-content: space-between;"> <div>3-25-20</div> <div>Required Module</div> <div>3.75</div> </div> <div style="display: flex; justify-content: space-between;"> <div></div> <div>H2 Oh No!</div> <div>3.75</div> </div> <div style="display: flex; justify-content: space-between;"> <div>3-26-20</div> <div>Negotiate w/Confidence</div> <div>3.75</div> </div> <div style="display: flex; justify-content: space-between;"> <div></div> <div>Be a Stellar Buyer's Rep.</div> <div>3.75</div> </div>			<p>Pre-registration and cancellations are required within 24 hours of class time!</p> <p>No-Shows, Walk-Ins & Late Registrations will be subject to an administration fee:</p> <p>No-Shows/non-cancels \$25.00 per class</p> <p>Walk-Ins/Late Registrations \$5.00 per class</p> <p>All classes will be held at the Association Office unless otherwise noted.</p> <div style="text-align: center;">  <p>EDUCATION CARD COST:</p> </div> <table style="width: 100%;"> <tr> <td>Current Member</td> <td style="text-align: right;">\$125.00</td> </tr> <tr> <td>Member: Per Credit Hour</td> <td style="text-align: right;">\$12.00</td> </tr> <tr> <td>Non-Member: Per Credit Hour</td> <td style="text-align: right;">\$15.00</td> </tr> </table>	Current Member	\$125.00	Member: Per Credit Hour	\$12.00	Non-Member: Per Credit Hour	\$15.00
Current Member	\$125.00								
Member: Per Credit Hour	\$12.00								
Non-Member: Per Credit Hour	\$15.00								
<div style="display: flex; justify-content: space-between;"> <div>4-01-20</div> <div>All You Need...Septics</div> <div>2.00</div> </div> <div style="display: flex; justify-content: space-between;"> <div></div> <div>So you need a septic?</div> <div>1.00</div> </div> <div style="display: flex; justify-content: space-between;"> <div></div> <div>Insider Guide to Home Warr.</div> <div>3.00</div> </div>									
<div style="display: flex; justify-content: space-between;"> <div>4-08-20</div> <div>GRI – Proper Pricing</div> <div>3.00</div> </div> <div style="display: flex; justify-content: space-between;"> <div></div> <div>GRI – Prof. Standards</div> <div>3.00</div> </div>									
<p>Location is at Crow Wing Land Dept</p> <div style="display: flex; justify-content: space-between;"> <div>4-09-20</div> <div>CW County-Let's Talk RE</div> <div>3.75</div> </div>									
<p>\$299 per Student, by request, Min. 40 students</p> <div style="display: flex; justify-content: space-between;"> <div>4-22-20</div> <div>CNE (not covered by Ed Card)</div> </div> <div style="display: flex; justify-content: space-between;"> <div>4-23-20</div> <div>CNE (not covered by Ed Card)</div> </div>									

****Class dates and times are subject to change. We will continue adding add'l classes to the schedule for 2020. Please check your Newsletter, the Buzz and on the Portal for changes and/or additions to the class list.**

Education Cards are available for purchase at the GLAR office.

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 PULSE Portal offers online licensing capabilities for the Minnesota Department of Commerce in the following industries: Real Estate, Collections, Appraiser, Abstractor 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](http://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

Code of Ethics Required Every 3 Years.

Current Cycle: JANUARY 1, 2019 – DECEMBER 31, 2021

Future Cycles: January 1, 2022 – December 31, 2024

January 1, 2025 – December 31, 2027



NATIONAL
ASSOCIATION *of*
REALTORS®



CENTER FOR
REALTOR®
DEVELOPMENT

New Online Courses Now Available through NAR!

Click the photo link below to visit our
online education options



GLAR AFFILIATES

<u>COMPANY</u>	<u>CONTACT</u>	<u>PHONE</u>	<u>EMAIL</u>
A.W. Research Labs	Sara Ahlers	218-829-7974	sara@awlab.com
Advantage Home Inspect.	Chad Stenglein	218-820-2266	chadstenglein@gmail.com
AJR Home Inspections	Ryan Rengstorf	612-710-7020	ryanrengstorf@yahoo.com
Alder Creek Custom Cabinets	Michael Brenny	218-454-2600	mike@aldercreekcabinets.net
Almost Home Inspection	Terry Barrows	218-820-3339	terry@almosthomeinspection.com
AMEC Home Loans	Ann Vanderloo	612-889-4667	ann.vanderloo@amecinc.com
American Nat. Bank-Baxter	Sam Horn	218-829-1484	shorn@anbm.com
American Nat. Bank-Brainerd	Malissa Whitted	218-824-7900	mwhitted@anbm.com
American Nat. Bank-Pequot Lakes	Loren Alexander	218-824-7900	lexander@anbm.com
Area Lakes Quality Home Inspection	Gene Bridges	218-220-7498	arealakesghi@gmail.com
Atlas Abstract & Title	Nate Jensen	218-828-3910	njensen@atlasabstract.com
Atlas Abstract & Title	David Jensen	218-828-3910	djensen@atlasabstract.com
B. Johnson & Assoc.	Tad Johnson	218-829-3501	tad@brainerdcpa.com
BlackRidge Bank	Sandy Bebler	218-963-4053	sandy.bebler@blackridgebank.com
BlackRidge Bank	Darlene Hardy	218-454-8520	darlene.hardy@blackridgebank.com
BlackRidge Bank	Tanner Rogers	218-454-8520	tanner.rogers@blackridgebank.com
Brainerd Dispatch	Linda Hurst	218-829-4705	linda.hurst@brainerddispatch.com
Brainerd Savings & Loan	Joseph Sparks	218-824-2127	joseph.sparks@brainerdsavings.com
Brainerd Savings & Loan	Maria Orłowski	218-824-2127	maria.orłowski@brainerdsavings.com
Brainerd Savings & Loan	Brittney Boeder	218-824-2127	brittney.boeder@brainerdsavings.com
Bremer Bank	Gary Johnson	218-829-8781	gjohnson@bremer.com
Central Choice Ins.	Brian Sedlachek	218-824-1431	bsedlachek@sagepointadvisor.com
Central MN Housing	Messina Owings	320-258-0681	mowings@cmhp.net
Central Water Testing Lab	Margaret Devorak	218-828-2118	cwtestinglab@gmail.com
Compeer Financial	Jodie Garceau	320-258-2974	jodie.garceau@compeer.com
CTC	Andy Isackson	218-454-1234	andy.isackson@ctctelecom.net
Crow Wing Co. Abstract	Diane Junker	218-829-7368	diane.junker@cwac.com
Crow Wing Power CU	Scott Jackson	218-829-2827	jackson@cwpower.com
Cygnature Title Solutions	Suz Pohl	218-828-0122	suzep@cygnatureonline.com
Deerwood Bank	Becky Eckelman	218-825-8946	beckye@deerwoodbank.com
Deerwood Bank	Casey Kannel	218-534-3111	caseyk@deerwoodbank.com
Deerwood Bank	Julie Mohs	218-534-3111	julieh@deerwoodbank.com
Diverse Home Inspections	Jed Jackson	218-838-6071	diversehomeinspection@gmail.com
Eagle Vision Home Inspect.	Bill Anderson	218-232-8515	billand@brainerd.net
Edina Realty Title, Inc.	Katie Bahma	218-825-3630	katiebahma@edinarealtytitle.com
Elite Title & Escrow	Shayna McCulloch	218-829-4450	shayna@elitetitle.co
First American Title	Michelle Barstow	218-828-9611	mbarstow@firstam.com
First National Bank	Troy Friberg	218-822-4485	troy.friberg@fnbwalker.com
Frandsen Bank & Trust	Chris Boelter	218-822-3356	cboelter@frandsenbank.com
GrowthZone	Chris Philen	218-825-9200	Chris.philen@growthzone.com
Hi-Tech Home Inspect.	Todd Peterson	218-330-1011	hitechhomeinspections@outlook.com
HomeTeam Inspection	Kyle Holm	218-825-7372	lakesarea@hometeam.com
Home Warranty, Inc.	Peter Jackson	877-977-4949	peterjackson@homewarrantyinc.com
Isle Inspection Services	Rick Behnke	320-537-2828	rick.behnke@isleinspections.com
JB Media	Justin Fox	218-226-8656	justin@j-bmedia.com

<u>COMPANY</u>	<u>CONTACT</u>	<u>PHONE</u>	<u>EMAIL</u>
Jamie Koop Insurance	Mike Koop	218-546-8304	mike@coopinsurance.com
Klein & Fleming Ins. Svs.	Brad Fleming	218-829-4146	brad@kleinfleming.com
Lakes Area Habitat for Humanity	RuthAnn Veith	218-828-8517	dev.dir@lakesareahabitat.org
Lakes Area Title Services	Jackie Trott	218-692-1473	jackietrott@lakesareatitle.com
Larson Abstract Co.	Roxanne Matsen	320-632-5667	rmatsen@larsonabstract.com
Lasered From The Heart	Brett Anderson	218-838-4219	brett@kurilla.com
Lawyers Title Services	Michelle Kadus	218-820-1242	skadus@lawyers-title.com
Leer Title Services	Ineke Leer	218-547-7500	ineke@leertitle.com
Mayo Creek Home Inspection Seviles	Robert Malecha	218-251-4797	mayocreek@gmail.com
Members Coop CU	Travis Betley	218-625-8907	travis.betley@membersccu.org
Members Coop CU	Ben Berghuis	218-625-8907	benjamin.berghuis@membersccu.org
Mid MN Builders Assoc.	Colleen Faacks	218-829-4982	cmfaacks@brainerd.net
Mid MN Federal CU	Ginger House	218-829-0371	ghouse@mmfcu.org
Navigator Home Inspect.	Jonathan Kline	218-820-2251	jonathan@navigatorhomeinspections.com
Noble Escrow & Title	Krista Fogarty	218-568-5025	kfogarty@noblescrow.com
Pine Country Bank	Katie Kapus Jackson	320-632-1018	katie@pinecountrybank.com
PrimeLending	Laurie Whitlow	320-632-2237	lwhitlow@primelending.com
Pro-Tech Home Inspect.	Bill Lewis	218-332-7222	service@protechinspects.com
Randall State Bank	Richard Jones	218-454-2165	richard.jones@randallstatebank.com
Renewal By Anderson	Julie Kletscher	218-829-5590	jkletscher@betterlivingconcepts.com
RiverWood Bank	Jaime Rowlette	218-828-8400	jaime.rowlette@riverwoodbank.com
ServiceMaster	Bill Bailey	218-829-4076	jackie@servicemasterretka.com
Sprouls Home Inspection	Daniel Sprouls	218-790-2395	danielsprouls@gmail.com
Superior Mechanical	Levi Bock	218-820-4895	lbock@superiormechnical.us
Surety Home Inspection	David Strunk	218-536-9102	suretyhome@gmail.com
The Blue i Group LLC	Lou Hagen	218-820-6358	lou@theblueigroup.com
Tradition Mortgage	Lynn Mittelsteadt	218-820-6621	lynn@homeloanmn.com
US Bank	Mike Engen	218-821-6004	michael.engen@usbank.com
Wells Fargo Home Mort.	Troy Loftus	218-546-3890	troy.loftus@wellsfargo.com
Whitebirch Home Inspect.	Scott Ebnet	218-820-7464	scottebnet@gmail.com

We encourage you to reach out to the participating affiliate members, listed above, as these members see the value in belonging to your association and working with REALTOR® members and their clients.

Know of someone you think would benefit from belonging to this membership – please refer them to: office@greaterlakesrealtors.com or by calling 218-828-4567

GLAR Contact Information

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

Association Hours:
Monday thru Friday
9:00am-5:00pm
Office@GreaterLakesRealtors.com



GLAR LEADERSHIP TEAM 2020

President	Brad Wadsten	BradWadsten@EdinaRealty.com	218-821-2721
President Elect	Pete Thomes	PeteThomes@EdinaRealty.com	320-630-0994
Secretary	Theresa Bilben	TheresaBilben@gmail.com	218-556-3980
Treasurer	Kevin Kruchten	KevinKruchten@EdinaRealty.com	218-251-4949
Director	Sandy Swanson	Sandra.Swanson@Centrury21.com	218-839-4390
Director	Mark Pietig	Mark@Pietigproperties.com	218-821-0767
Director	Molly Nelson	Molly.Nelson@kw.com	218-820-9002
Director	Mandy Peterson	mandy@c21brainerd.com	218-851-7800
Affiliate Director	Sandy Bebler	Sandy.Bebler@BlackridgeBank.com	320-295-9714
Past President Rep	Sheila Holley	SheilaHolley@EdinaRealty.com	218-839-9058
MNAR Director	Sandy Swanson	Sandra.Swanson@Century21.com	218-839-4390
MNAR Director	Laurie Moe	LaurieM@UpnorthPropertySearch.com	218-838-7816

AAC: Agent Advisory Committee

What is the AAC?: REALTORS® have a voice in helping to identify and prioritize NorthstarMLS® system improvements and enhancements. The Agent Advisory Committee (AAC) serves as that voice, representing all NorthstarMLS subscribers.

AAC Mission Statement: A group of systems users that partners with NorthstarMLS staff and validates the most relevant issues as they pertain to real estate agent tools.

NorthstarMLS Priorities: These are based on many sources, including the associations, brokers and your calls to their help desk. The AAC validates or invalidates those priorities, assists with enhancements where agent preferences are involved, and evaluates potential new agent tools.

YOUR 2020 AGENT ADVISORY COMMITTEE REPRESENTATIVES FOR GLAR:

Theresa Bilben, Tom Sandeland and Brad Wadsten

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 complete the application](#)

Your Association Committee Members

<u>BUDGET</u>	<u>BYLAWS</u>	<u>EDUCATION</u>	<u>RPAC</u>
Pete Thomes, Liaison	Sheila Holley, Liaison	Sandy Swanson, Liaison	Brad Wadsten
Kevin Kruchten, Chair	Matt Pecarich, Chair	Angie Petersen, Chair	Pete Thomes
Albin Kuschel	Doug Zaske	Dennise Sonnee	Theresa Bilben
Jim Ruttger	Mike O'Connell	Linda Steffen	Kevin Kruchten
TJ Simon	Tim Nelson		Sandy Swanson
Brad Wadsten	Viny Van Roekel		Mark Pietig
	Dustin Kuschel		Molly Nelson
			Miranda Peterson
<u>GOV AFFAIRS - RPAC</u>	<u>MEMBERSHIP</u>	<u>MLS</u>	Sheila Holley
Brad Wadsten, Liaison	Mandy Peterson, Liaison	Theresa Bilben, Liaison	Sandy Bebler
, Chair	Raelyn Borg, Chair	Jim Eisler, Chair	Laurie Moe-Greer
Doug Kern	David Jensen	Galen Johnson	
Bill Brekken	Melissa Whitted	Jack Antolak	
Brian Wallin	Amanda Cline	Jim Ruttger	
Doug Zaske		Rod Osterloh	
		Debra Flam	
		Dustin Kuschel	
<u>SPECIAL EVENTS</u>	<u>SPECIAL EVENTS-CONT</u>	<u>PUBLIC RELATIONS</u>	<u>TECHNOLOGY</u>
Sandy Bebler, Liaison	Jodie Garceau	Mark Pietig, Liaison	Sandy Swanson Liaison
Linda Hurst, Chair	Maria Orlowski	Brittney Boeder, Chair	Tom Sandelands Chair
Ben Berghuis	Amye Miller	Ruth Ann Veith	Eli Kohorst
Mike Koop	Sam Horn		Matt Wadsten
Molly Nelson	Justin Fox		Trent Baumann
Ginger House	Shayna McCulloch		
Jamie Wells	Annika O'byrnes		
<u>GLAR FOUNDATION</u>			
Sandy Swanson, President	Amye Miller, Pres Elect	Laurie Moe-Greer,	Ruthann Veith, Director
Linda Hurst, Director	Angie Schultz, Director	Laurie Simonson, Director	

the Office STAFF Corner

Clear Cooperation is LIVE!

We know that you are well aware of the Clear Cooperation Policy that is NOW IN EFFECT for ALL NorthstarMLS Subscribers

But, Just in case you were not able to attend the Clear Cooperation Meeting, NorthstarMLS has uploaded this GREAT youtube video that explains the new policy very well.

(click the image below for video)





"That's Who We R" educates consumers on the REALTOR® difference and becomes an inherent call to action to work with a REALTOR®, who abides by the Code of Ethics.

As a REALTOR®, here's how you can leverage the campaign in your business:



Share That's Who We R on Social Media

- **Now Available!** The new NAR+Photofy app allows NAR members to easily [personalize and share](#)(link is external) the "That's Who We R" selected campaign assets on your social media accounts. Sign up today at [Photofy.com/nar](#)(link is external).
- [Brand your social media channels](#) with That's Who We R content, including Facebook frames, cover photos, channel art, and more.
- [Integrate pre-written promotional copy, GIFs, and images](#) into your social media feeds.
- [Infographics](#) to share that promote the value of the MLS system and describing the macroeconomics of buying a home.

Integrate That's Who We R in Marketing

- Include the That's Who We R logo on your [advertising and listing materials](#) (get the 411 on using it correctly by following the [campaign style guide](#)).
- Add your company branding to one of the [already created print or banner ads](#) to highlight your expertise as a REALTOR®.
- [Use phone wallpapers, posters, and more.](#)
- [Shop That's Who We R merch.](#)

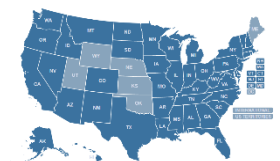


R Stories

We all have a story to tell, and we want to hear from you!

The 'That's Who We R' campaign shines a spotlight on REALTORS®, and 'R Stories' gives you one more way to get involved! What to do:

- [Submit your story](#)
- Read the other stories submitted by clicking on the different states on the US map at www.ThatsWhoWeR.realtor
- Share your favorites on social media



Some stories will be featured on www.ThatsWhoWeR.realtor and on social media. Each month the prompt will change, allowing you to submit multiple stories.

This month's question is: How did you lead this year? For example, were you a mentor, a leader in the community or at the office? We'd love to hear your story.

New Member SPOTLIGHT

Board Approved February 20, 2020



Kari Asuncion
Edina Realty
2/7/2020



Nancy Westbrook
Schultz Auctioneers Landmark Realty
2/1/2020



Breanna Borash
NextHome Horizons
2/12/2020



Annika O'Brynes
Keller Williams Realty Pro's
2/13/2020



Kailtyn Rhoda
Weichert Realtors Tower Prop.
1/24/2020



Laura Huss
Positive Realty
2/5/2020

No Longer a GLAR Member

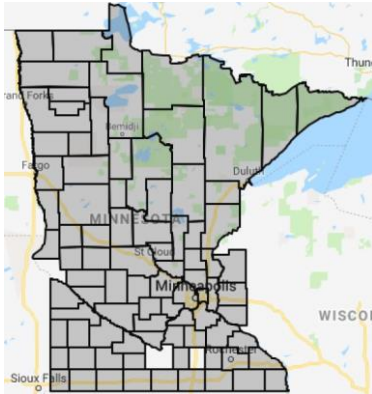
Katherine Nygard – 2/4/2020

Travis Klun – 1/29/2020

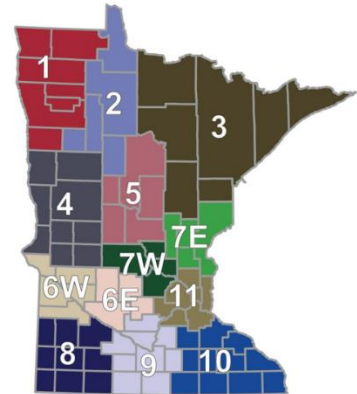
Thomas Trepanier – 1/21/2020

Kara Reque – 1/20/2020

Market Statistics



[GLAR February 2020
Monthly Indicators](#)



[MN February 2020
Regional Report](#)

Support Phone Numbers & Emails

ShowingTime or InfoSparks Support:

1-800-379-0057 or support@showingtime.com

NorthstarMLS HelpDesk:

1-877-251-5455 or email help@northstarMLS.com

Instanet Solutions for TransactionDesk/Authentisign:

1-800-668- 8768 or support@instanetsolutions.com

SentriLock, LLC.

1-866-736-2322 or support@sentrilock.com

Tech Support: 513-618-5800

Department of Commerce:

1-800-657-3978 or licensing.commerce@state.mn.us

Pulse Portal Link

Do not use your browser's back button or all your data will be lost.

Be sure to disable your pop-up blocker to view reports

MARCH

Sunday	Monday	Tuesday	Wed.	Thurs.	Friday	Saturday
1	2	3	4 CE CLASSES Radon, Mold & CO 9:30am MLS Basics 1:00pm	5 CE CLASSES Tour d' Real Estate 8:30am~ 5:00pm	6	7
8	9	10 Home Stretch 8:30am	11	12	13	14
15	16	17 	18	19 GLAR Board Mtg 10:15am	20 Eggs and Issues	21
22	23 Housing Day at the Capital	24	25 CE CLASSES Required Mod Izzaty's 8:30am H2 Oh No! Izzaty's 1:15pm	26 CE CLASSES Neg. w/Conf. Izzaty's 8:30am Stellar Rep Izzaty's 1:15pm	27	28
29	30	31				

APRIL

Sunday	Monday	Tuesday	Wed.	Thurs.	Friday	Saturday
			1 CE CLASSES All You Need to Know About Septics 2 hrs CE 8:30am So You Need a New Septic System? 1 hr CE Insiders Guide to Home Warranties 1:00pm	2 CE CLASSES Crow Wing County Class AT LAND THE LAND SERVICE BUILDING 8:30am	3	4
5	6	7	8 CE CLASSES Proper Pricing 8:30am Lunch & Learn 12:30pm Professional Standards 1:15pm	9	10 GLAR OFFICE CLOSED GOOD FRIDAY	11
12	13	14	15	Public Relations Mtg. 9:00am Board of Directors Mtg. 10:15am	17	18
19	20	21	22 CE CLASS Certified Negotiation Expert 9:00am	23 CE CLASS Certified Negotiation Expert 9:00am	24	25
26	26	28	29	30  American Red Cross Blood Drive at GLAR 		