



VOLUME 2020, ISSUE 5

MAY 2020

# NEWSLETTER



## A message from your GLAR Board President – Brad Wadsten

**Health and Safety of our clients** is certainly a term we have been inundated with over that past few months and we all have been working hard to do the right thing for both our Buyer clients and the owners of homes we visit. I would like to suggest how you truly could impact the health and safety of your past clients as it relates to Radon testing.

I recently received a call from a past client that closed a home purchase transaction with me in 2012. At that time, Radon testing was just beginning to be discussed, however, there was no mandatory disclosure as that did not begin until January 1st of 2014. This client had small children sleeping in the lower level bedrooms and a relative had asked if they had ever had the home tested for Radon? They had not, so engaged a testing service and found that Radon levels were quite high, and they did install a Radon Mitigation System to address the issue. As she and I continued our discussion, she asked why she wasn't made aware of the Radon issue when they purchased in the spring of 2012, and that brings me to my suggestion.

As a service to all clients that purchased a home from you prior to January 1, 2014, create a mailing letter, or email and include the two page "Radon in Real Estate Transactions" documents that are part of our real estate Disclosures. There may be many other families like this past client that could benefit from this information and this is something that you can impact, so please consider this at your earliest opportunity.



Thank you,  
*Brad Wadsten*  
GLAR Board President  
218-821-2721



## NATIONAL NEWS:

*Have you ever considered running for a local government position? If so, here is an opportunity for you to learn how to do so. 2020 - Be the Change.*

NAR—CANDIDATE TRAINING VIRTUAL CLASSROOM. Starts May 20, 2020

[REGISTER HERE](#)



## Join the Live Stream May 12-14

NAR is a collective force of 1.4 million REALTORS® who understand that the buying and selling process is so much more than a transaction. Your proven resilience will not only sustain the real estate industry, it will protect and fulfill the dream of homeownership now and for years to come. In these challenging times, REALTORS® will not only survive, you will thrive.

Join NAR for the virtual 2020 REALTORS® Legislative Meetings May 12-14. The sessions featured below will focus on advancing issues important to the real estate profession and the livelihoods of REALTORS®.

Register for **FREE** to participate in the REALTORS® Legislative Meetings and watch the conference sessions.

[REGISTER TODAY](#)

## Conference Session Schedule

### Tuesday, May 12, 2020

- **NAR 360**
- **Federal Legislative & Political Forum**
- **Regulatory Issues Forum**

### Wednesday, May 13, 2020

- **General Session**
- **Residential Economic Issues & Trends Forum**
- **Real Property Valuation Forum: What's Going on with Appraisals?**

### Thursday, May 14, 2020

- **Finding Peace in Turbulent Times**
- **Business Strategies that Meet the Moment**
- **Getting Your Financial House in Order: Evaluating Your Finances in a Crisis**

## Featuring Speakers:

- Vince Malta | Charlie Oppler | Leslie Rouda Smith | John Flor | John Smaby | Christine Hansen | Mabel Guzmán | Pete Kopf | Nate Johnson | Bob Goldberg
- Chris Christie & Rahm Emanuel
- Eugene Scalia & Jovita Carranza
- James E. Clyburn
- Lawrence Yun
- Jeremy K. Gray | Lyle Radke | James Heaslet | Chris Read
- Paula Monthofer
- Brian Buffini
- Leigh Brown

# STATE NEWS:

Please visit [MNAR's website for the most current information](#) as this ongoing situation evolves



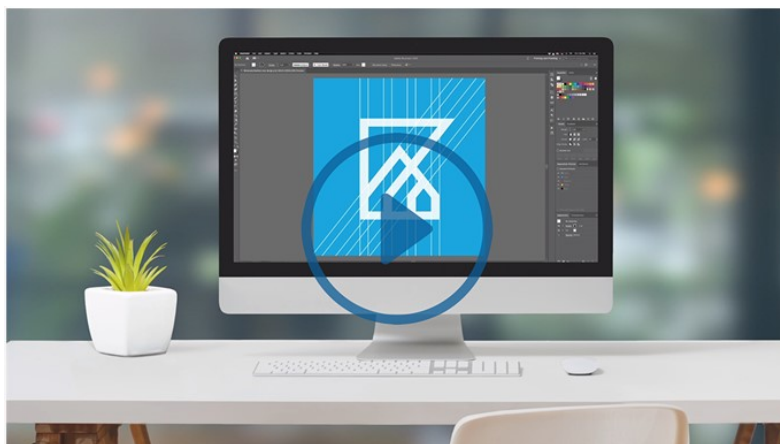
## Updated COVID-19 Response Guide

Last month, MNR released *Guide to Federal and State COVID-19 Response Programs*, a guide containing information on programs available to small businesses, the self-employed, and independent contractors. Many changes have been made to these resources. Be sure you're up-to-date on what's available to you.

[READ MORE](#)

## MNR's New Look!

We've got a new logo, a new look, and a renewed commitment to uniting, empowering, and inspiring our members. Check out our new brand video below.



## MNR Open House Response

revised MNR Response to any Open House reconsideration requests.. we have updated the letter with the new brand in addition to including the Governor's latest order: Executive Order (Order 20-48).

Thank you for your request that the Minnesota Realtors® re-examine their position on urging members not to hold open houses during the COVID-19 pandemic. As you know, Governor Walz considered workers who facilitate real estate transactions as Critical Sector workers in his Executive Order (Order 20-48). Critical Sector Workers must comply, to the maximum extent possible, with the MN Department of Health (MDH), Centers for Disease Control (CDC) and Occupational Safety and Health Administration (OSHA) guidelines and the restrictions specified in the order while operating during the peacetime emergency. The Stay at Home order currently runs through May 17<sup>th</sup> 2020. The order states that "all persons who are able to perform their work from home must continue to do so." This includes Critical Sector Workers.

Within the guidance on EO 20-48 it refers to examples of what non-critical exempt office-based businesses *cannot* do: (See the DEED Guidance.)

- Allow customers into retail stores or the business premises.
- Conduct customer visits in customer workplaces or homes.
- Invite customers into the workplace.
- Conduct meetings in conference rooms that don't allow social distancing.
- Work right next to co-workers.

*Cont. page 4*

Cont. from page 3 **Open House Response**

Although real estate transactions are considered Critical Sector Work, all persons are ordered to stay home except to engage in certain Activities & Critical Sector Work as specified in EO 20-48. Social distancing is a requirement of the MDH and CDC guidelines for Critical Sector Workers. The MDH defines social distancing to include:

- When individuals voluntarily choose to stay home versus going out in public.
- Keeping a distance between you and other people. At least 6 feet of space.
- Do not gather in small, crowded areas.
- If it's not an essential gathering, consider postponing or gathering virtually.

Open houses in residential properties are likely not an essential gathering and may result in people gathering in small crowded areas. For these reasons, the MN Realtors® strongly discourages members from holding any open houses during the stay at home order.

We realize open houses are one of your sales tools in real estate marketing. However, it must be noted that there is a difference between showings and open houses. Brokers can control the number and timing of people entering a property during showings, and they are generally an attempt to facilitate a real estate transaction. Conversely, an open house is holding an event with no control over the number of people who will arrive at the location at any one time. The MDH recommends that if it is not an essential gathering, that events should be postponed or utilize technology to gather virtually. Many consumers are using technology to view homes.

We hope this explains why Minnesota Realtors® has taken this position. We have a web page with useful tips and ways to comply with the Executive Orders:

<https://www.mnrealtor.com/member-services/communications/covid19-resources>

Respectfully,

Chris Galler, CEO Minnesota Realtors®



## LOCAL NEWS:

### Important information on how to reopen your business:

Information provided by Brainerd Chamber of Commerce, Crosslake Chamber, and Pequot Lakes Chamber

After last week's announcement that most customer-facing businesses must remain closed until May 18th, we have some new information: **The State of Minnesota will require businesses to create a safety plan before they can reopen.** For certain businesses to reopen in the past two weeks, the state has required a "COVID-19 Preparedness Plan." It must be posted, follow a template, and cover items unique to your business.

#### **1. Create your safety plan now.**

Review the state [guidelines](#), [template](#) and [checklist](#). Check with your industry association for best practices.

#### **2. Send us your plan ASAP.**

[Upload it through this link](#). Let us know whether you'd like Crow Wing County Health Department staff to review your plan.

#### **3. Participate in the Lake Country Cares campaign.**

Help send a message that our businesses are safe, caring and ready to reopen. More details coming soon!

**[REVIEW THE GUIDELINES](#)**

**[SUBMIT YOUR PLAN](#)**

## Pandemic Unemployment Assistance FAQ

**Q:** I am receiving Pandemic Unemployment Assistance (PUA) benefits; what happens to those benefits if I were to close on a transaction?

**A:** Unemployment Insurance (UI) & Pandemic Unemployment Assistance (PUA) benefit eligibility is determined on a weekly basis. You may be eligible for benefits some weeks while working as a self-employed individual and ineligible during others when you received income. You may be eligible for reduced PUA benefits or none at all depending on how much you earned the previous week.

[Please visit MNREALTORS.com COVID-19 FAQs for the full response.](https://www.mnrealtors.com/covid-19-faqs)

### General Membership Meeting



(Tentatively) June 18, 2020 at 12:00pm  
Lunch will be served. RSVP requested @  
[office@greaterlakesrealtors.com](mailto:office@greaterlakesrealtors.com)

### Join Sentrilock at the NAR 2020 REALTORS® “Home Front” virtual meetings!

SentriLock is proud to be a platinum sponsor of the [NAR 2020 REALTORS® Legislative Meetings virtual event](#) being held May 12-14. Register for free to view streamed and live conference sessions, network with other REALTORS®, and join the conversation around the important issues that shape the real estate industry now and in the future.

Join us as we sponsor the live virtual conference session, "[Finding Peace in Turbulent Times](#)," at 11 a.m. EDT Thursday, May 14. And, visit us in the Sponsor Showcase to learn more about our access management products and services, as well as our new **SentriKey Showing Service**, coming soon in 2020.

**FYI:** While SentriLock’s office is closed on Monday, May 25<sup>th</sup> for observance of Memorial Day, SentriLock Support will be available from 8am - 6pm EST to assist you. 1-866-736-2322 or [support@sentrilock.com](mailto:support@sentrilock.com).



Dolly Matten  
GLAR - Director  
218-828-4567

# Industry Resources

[Fannie Mae Approach to COVID-19](#)

[Freddie Mac Guidance Related to COVID-19](#)

[MN Multi-Housing Association COVID-19 Preparation](#)

[MNR COVID-19 Update](#)

[NAR COVID-19 Guidance](#)

[NAR Financial Wellness](#)

## State Resources

**Guide for Small Businesses:** [View this guide on the DEED website](#) to see all the programs available now to businesses.

**MNSure:** 30-day special enrollment period (SEP) for qualified individuals who are currently without insurance. The SEP opened on March 23 and runs through April 21 through [MNSure.org](#).

**Small Business Assistance:** The [program administered by the Department of Employment and Economic Development](#) will help Minnesota small business owners who need immediate assistance during COVID-19 closures.

**Deadline extensions:** Minnesotans filing their state annual Individual Income Tax return have until July 15, 2020 to file and make payments. The deadline to apply for the REAL ID has also been pushed back [by one year](#).

**Unemployment Insurance:** The Governor expanded the state's unemployment insurance program, which can provide quick relief for employees who are unable to work as a result of COVID-19.

**Suspension of evictions:** Landlords and financial institutions cannot begin eviction proceedings that would remove tenants from stable housing during the COVID-19 pandemic. If you or someone you know has been wrongfully evicted, you can contact the Attorney Generals' Office [here](#) or at 651.296.3353.

[State of MN Executive Orders](#)

[MN Dept of Health Coronavirus Guidance](#)

[MN Dept of Revenue: Response to COVID-19](#)

## NAR and Federal Resources

[4/8: USDA Implements Immediate Measures](#) to Help Rural Residents, Businesses and Communities

[4/7 NAR Video:](#) Let's All Comply With COVID-19 Guidelines

[4/1 NAR Offers TeleHealth to Realtors® who Lack Access to Service](#)

[3/29 FEMA Extends Grace Period for Flood Insurance Renewal Premiums](#)

[3/27 NAR CARES Act and Provisions for Realtors® and Their Consumers](#)

[3/23 FHA Authorizes Fannie Mae and Freddie Mac to Support Additional Liquidity in the Secondary Mortgage Market](#)

[U.S. Small Business Administration \(SBA\) Disaster Loans Now Available](#)

[3/18 HUD Suspends Foreclosure & Evictions on Single Family Homeowners with FHA-Insured Mortgages for the Next 60 Days](#)

[IRS Extending Federal Income Tax Payments to July 15, 2020](#)

[NAR's COVID-19 Updates](#)



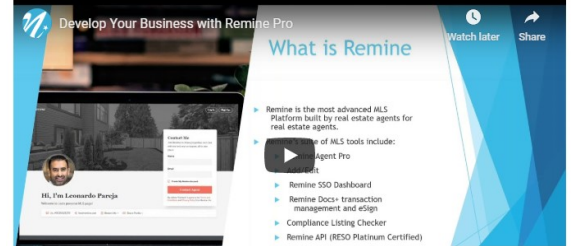
# Northstar News

## Remine Pro Upgrade

### Experience Remine Pro's Recently Enhanced Platform

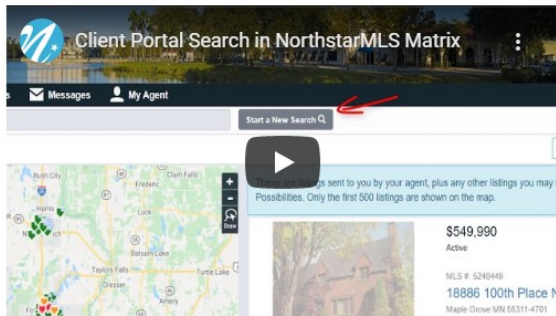
Did you hear the news? All [NorthstarMLS subscribers have been upgraded](#) from the Remine Starter plan to [Remine Pro](#) as a core service -- at no additional charge!

Remine Pro includes map-based, public records-enhanced property searches, unlimited contact information for prospecting, a fully integrated comparative market analysis (CMA) tool, that incorporates NorthstarMLS & off-market properties, a customer relationship management (CRM) system, chat and collaboration client portal tools, a scoring system that predicts the likelihood that someone will sell, integrated tracking, a mobile app and more.



Watch the Training Video below for a complete walk-through of Remine Pro

## Client Portal Search



### Matrix Client Portal Search Coming May 12th!

The Matrix Client Portal will soon have a new feature that will allow your clients to conduct their own searches right within their own Portal. And, through Matrix, you will be able to monitor any searches they save, opening opportunity for further dialog with your clients. **This new feature will be released Tuesday evening May 12th**, but we want to let you know about it now so you are prepared. Watch our quick 4-minute video to see how it will work.

## HOMESNAP

Dear Industry Colleagues:

We are all facing a truly unprecedented situation. The global COVID-19 pandemic is affecting our homes and families, our businesses, our communities, and our way of life. During this time, I wanted to reach out and update you on how the Broker Public Portal with Homesnap is specifically addressing the needs of brokers and agents around the country.

First and foremost, our hearts go out to anyone who's been impacted by the virus, either directly or indirectly. We're focused on the health and safety of our staff, colleagues and members. And we're truly inspired by the selfless healthcare workers around the country who are on the front lines working tirelessly to care for people in need.

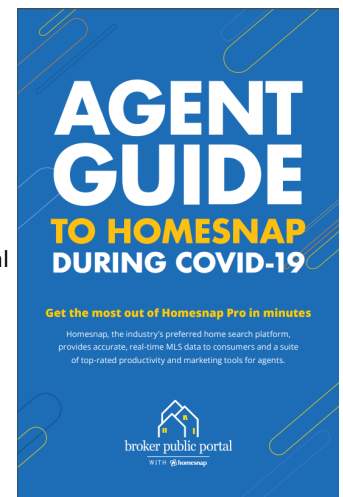
Second, the BPP is working closely with the industry, to ensure that MLSs, brokerages, and agents have the tools they need to weather this storm. We published the [electronic Agent Guide to Homesnap During COVID-19](#) to highlight key features of Homesnap that help keep real estate business going while social distancing measures are in place, such as [Virtual Open Houses](#) and [Homesnap Stories](#).

Third, the BPP with Homesnap remains laser-focused on the success of MLSs and brokerages. We continue to enhance our product to better serve our partners and their communities. This moment reminds us that we're all connected like never before, and being of service to one another is crucial in this moment.

As we move forward, the BPP stands committed to serving the industry through this pandemic, and we always value your questions, ideas and feedback. I invite you to read [the guidebook](#) to learn more about Homesnap's offering and partnership opportunities. Please contact our team at [BPP@Homesnap.com](mailto:BPP@Homesnap.com) anytime with questions or feedback. Stay safe!

Sincerely,

John Mosey  
President & CEO, NorthstarMLS  
Chairman, The Broker Public Portal



## UPCOMING CONTINUING EDUCATION

### 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

Are you wondering what CE courses are required or what you still need to take?  
Go to [Pulseportal.com](http://Pulseportal.com). Here you will find that information and other services.  
Follow these simple steps...

1<sup>st</sup> Choose a Program "Minnesota Department of Commerce"

2<sup>nd</sup> Choose your Board (the profession you are in).

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

4<sup>th</sup> 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, 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](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](mailto:Licensing.Commerce@state.mn.us) Education E-mail: [Education.Commerce@state.mn.us](mailto:Education.Commerce@state.mn.us)*



New Online Courses Now Available through NAR!

Click the photo link below to visit all the  
online education options





*\*\*Please note all in classroom CE classes have been cancelled until further notice. There is no guarantee we will be able to resume classes in advance of June 30, 2020.  
Thank you for your understanding!*

A FEW SEATS REMAINING—If you still need to fulfill your 2019-2020 Required Module course you can do so by registering [HERE](#) for the virtual classroom being offered **FREE** to all Greater Lakes Association of REALTOR® members Wednesday 5/13/20 at 8:30am

## EDUCATION CARD HOLDERS

As we experienced the cancellation of our classroom-education we were able to secure an agreement with TheCEShop for our card holders to complete their necessary CE hours online. Please use the link and the promo code listed below.

[REGISTER HERE](#)

**Promo Code: GLAReducationcard**

GLAR Education Card Holder:

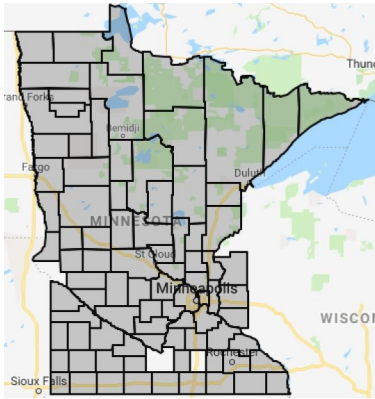
Our records show that you may still be obligated to fulfill some CE Credits. **Please check Pulse Portal to view your transcripts.** ([CLICK HERE](#))

If you are in need of credits to get to your required 15, you may now complete them by logging onto [TheCEShop](#) and entering in your information. The cost to complete the remainder of your credits will be included in your card and can only be used until **May 31, 2020**. ***Please note that this offer is not valid with any other online provider and is limited to a combined (classroom/online) total of 15 hours CE. You may continue to use your 2020 education card for classroom ONLY sessions once they've resumed but there is no guarantee that we will be able to reschedule in time for the 6/30/20 deadline.***

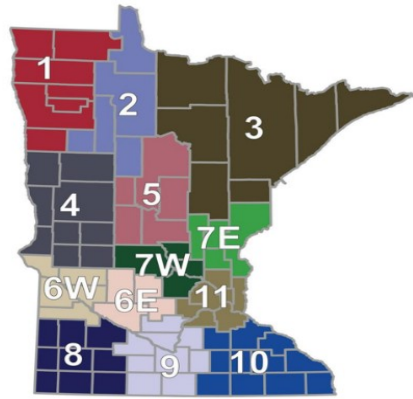
For Non-Card Holders - that same link will get you to the correct site and you can save 40% by using:

**PROMO CODE: Support40**

# Market Statistics



[GLAR APRIL 2020](#)  
[Monthly Indicators](#)



[MN APRIL 2020](#)  
[Regional Report](#)

## Support Phone Numbers & Emails

### **ShowingTime or InfoSparks Support:**

1-800-379-0057 or [support@showingtime.com](mailto:support@showingtime.com)

### **NorthstarMLS HelpDesk:**

1-877-251-5455 or email [help@northstarMLS.com](mailto:help@northstarMLS.com)

### **Instanet Solutions for TransactionDesk/Authentisign:**

1-800-668- 8768 or [support@instanetsolutions.com](mailto:support@instanetsolutions.com)

### **SentriLock, LLC.**

1-866-736-2322 or [support@sentrilock.com](mailto:support@sentrilock.com)

Tech Support: 513-618-5800

### **Department of Commerce:**

1-800-657-3978 or [licensing.commerce@state.mn.us](mailto: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*

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](mailto:Office@GreaterLakesRealtors.com)



### NEW and RETURNING REALTOR MEMBERS:

ELLIE NELSON – EDINA REALTY BAXTER

BRENDA BESCH – BEAR CREEK REAL ESTATE

MIKE FULFORD – RE/MAX CENTRAL

### New Affiliate Members – Welcome!

DAVE SAFFRIN – GARAGE DOOR STORE – 218-824-0022

#### Members on the Move

Olga Archer – ....*moved* to Realty Group

Theresa Scherping – ....*moved* to Realty Group

Jim Flesch – ....*moved* to PMI Minnesota

John Groenwold – ....*moved* to Woods to Water

Stacy Wellnitz – ....*moved* to Lakeplace.com Crosslake

Sherry Wangen – ....*moved* to Whitefish Property Finder

Gordon Greenwaldt....*moved* to The Gores Company

#### No Longer Members

Xiong Vang

Pamala Kaye-Williams

Casie Pederson

Jeff Nardello

## Realtor® STORE

Check out the new items in the Realtor® Store

<https://greaterlakesrealtors.com/about/glar-store/>

### Fun and Functional Items for You!!



REALTOR®  
CAPS

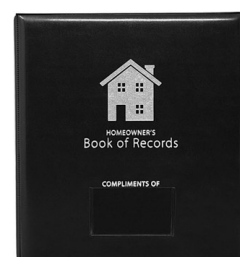
### Great Gifts for your Clients!!



Variety of  
Testimonial  
Signs



### Homeowner's Book of Records



# the Office STAFF Corner

## **Keeping Your Office Going While Working from Home**

Calling all Office Staff!!

What tips and tricks do you use to help keep your office running smoothly while not always being able to be there? We want to hear from you.

We would like you to share with us your stories on what is working, what did not work, what is the most frustrating and what you think could help and any funny or unusual happenings in your office/work from home office.

Please email your stories to [office@greaterlakesrealtors.com](mailto:office@greaterlakesrealtors.com). You may just get featured in our next “Buzz” or Newsletter.

Let's start with mine...

*“I have found everything to run pretty smoothly except at times trying to keep my dogs quiet when I am on the phone or in a zoom meeting. They tend to be verbal at the most inopportune times.*

*Keeping a routine and a to do list is very helpful to me while still fitting in the unexpected. I love that we can get your voicemails and emails from home so we can address your needs in a timely manner.*

*I have found good communication, cooperation and a positive attitude that we can do this together even though we are not always physically together gives me a great sense of accomplishment at the end of the day!” - Roxanne Schackman*

# Affiliate Spotlight



"I am proud to announce that my team (AMEC) has taken the next step in our mortgage careers! We have moved to Supreme Lending.

Supreme Lending is a full-service mortgage lender licensed in all 50 states. The company has established relationships with all major investors, is a direct lender to all agencies; Fannie Mae, Freddie Mac, and Ginnie Mac and offers a full range of mortgage programs, at competitive rates.

Supreme Lending is recognized as a Scotsman Guide 25 Top Lender in the nation in overall retail volume (2013-2019) and named best places to work by Dallas Business Journal (2013-2019)."

**Ann Vanderloo**

Producing Branch Manager NMLS #411316

Direct: (612) 889-4667

[Ann.Vanderloo@supremelending.com](mailto:Ann.Vanderloo@supremelending.com)

[annvanderloo.supremelendinglo.com/](http://annvanderloo.supremelendinglo.com/) [\[annvanderloo.supremelendinglo.com\]](http://annvanderloo.supremelendinglo.com/)

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For licensing information go to: [www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org).

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**Greater Lakes Association encourages you to reach out to the participating affiliate members, 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](mailto:office@greaterlakesrealtors.com) or by calling 218-828-4567**



## GLAR AFFILIATES

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Alder Creek Custom Cabinets	Michael Brenny	218-454-2600	mike@aldercreekcabinets.net
Almost Home Inspection	Terry Barrows	218-820-3339	terry@almosthomeinspection.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	lalexander@anbm.com
Area Lakes Quality Home Inspection	Gene Bridges	218-220-7498	arealakesqhi@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	<a href="mailto:tad@brainerdcpa.com">tad@brainerdcpa.com</a>
B & C Northern Home Ins	Bryan Beneke	218-537-0681	bncnhis@gmail.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	gljohnson@bremer.com
Central Choice Ins.	Brian Sedlachek	218-824-1431	<a href="mailto:bsedlachek@sagepointadvisor.com">bsedlachek@sagepointadvisor.com</a>
Central MN Housing	Messina Owings	320-258-0681	mowings@cmhp.net
Central Water Testing Lab	Margaret Devorak	218-828-2118	<a href="mailto:cwtestinglab@gmail.com">cwtestinglab@gmail.com</a>
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@cwccac.com
Crow Wing Power CU	Scott Jackson	218-829-2827	jackson@cwpower.com
Cygneture Title Solutions	Suz Pohl	218-828-0122	suze@cugnetureonline.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

<b><u>COMPANY</u></b>	<b><u>CONTACT</u></b>	<b><u>PHONE</u></b>	<b><u>EMAIL</u></b>
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
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
Lakes Lifting & Leveling	Jordan "JT" Timothy	218-821-1611	jt@lakesliftingleveling.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	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@nobleescrow.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
Supreme Lending	Ann Vanderloo	612-889-4667	ann.vanderloo@supremelending.com
Surety Home Inspection	David Strunk	218-536-9102	suretyhome@gmail.com
The Blue i Group LLC	Lou Hagen	218-820-6358	lou@theblueigroup.com
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Wells Fargo Home Mort.	Troy Loftus	218-546-3890	troy.loftus@wellsfargo.com
Whitebirch Home Inspect.	Scott Ebnet	218-820-7464	scottebnet@gmail.com



## **GLAR LEADERSHIP TEAM 2020**

President	Brad Wadsten	<a href="mailto:BradWadsten@EdinaRealty.com">BradWadsten@EdinaRealty.com</a>	218-821-2721
President Elect	Pete Thomes	<a href="mailto:PeteThomes@EdinaRealty.com">PeteThomes@EdinaRealty.com</a>	320-630-0994
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Treasurer	Kevin Kruchten	<a href="mailto:KevinKruchten@EdinaRealty.com">KevinKruchten@EdinaRealty.com</a>	218-251-4949
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Director	Mandy Peterson	<a href="mailto:mandy@c21brainerd.com">mandy@c21brainerd.com</a>	218-851-7800
Affiliate Director	Sandy Bebler	<a href="mailto:Sandy.Bebler@BlackridgeBank.com">Sandy.Bebler@BlackridgeBank.com</a>	320-295-9714
Past President Rep	Sheila Holley	<a href="mailto:SheilaHolley@EdinaRealty.com">SheilaHolley@EdinaRealty.com</a>	218-839-9058
MNAR Director	Sandy Swanson	<a href="mailto:Sandra.Swanson@Century21.com">Sandra.Swanson@Century21.com</a>	218-839-4390
MNAR Director	Laurie Moe	<a href="mailto:LaurieM@UpnorthPropertySearch.com">LaurieM@UpnorthPropertySearch.com</a>	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 Sandelands 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!

\*See the lists of 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**

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



Sunday	Monday	Tuesday	Wed.	Thurs.	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13 Required Module—Virtual Class	14	15	16
LEGISLATIVE SESSION—VIRTUAL ONLY						
17	18	19	20	21 GLAR BOARD OF DIRECTORS MEETING 10:15AM	22	23
24 31	25 Memorial Day GLAR office Closed	26	27	28	29	30