



Great Falls  
Association of  
REALTORS®

# Monthly Newsletter



## Board & Committee Meetings

### December 3rd

12:00pm - YPN Chairs

4:00pm - Flag Committee

### December 5th

10:00am - Government Affairs  
Committee

### December 12th

10:15am - Budget & Finance

### December 18th

8:30am - Board of Directors  
2:00pm - YPN Committee

## Thursday Morning Member Meetings - 9am

12/5 - Alliance for Youth: Resource Center

12/12 - 5th & Wine: Closing Gift Ideas

12/19 - YPN Presentation

12/26 - No Meeting - Happy Holidays

## GFAR Events

12/11 - GF Association of Realtors  
Ring Day

12/11 - Jingle Bell Jam -  
Fundraiser for Alliance for Youth

12/24 & 12/25  
Closed for Christmas

12/31 & 01/01  
Closed for New Year's

**Supervising Broker Pre-Endorsement Class**  
January 15, 2020 in Helena - Call (406) 449-3835 to Register

**Don't want to miss out on anything going at GFAR? Make sure and  
subscribe to the GFAR Events Calendar to always be in the know!**



ADD TO CALENDAR

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***"There can be no keener revelation of a society's soul than the way in which it treats it's children"***

Nelson Mandela – former President  
of South Africa

The Great Falls Association of REALTORS® is an excellent supporter of our community's children. I am very proud of how we've helped the homeless children of our community through our involvement with Stand Up for Students.



Over the past five years the Great Falls Association of REALTORS® has given over 22,000 toiletry items and \$39,500 to our homeless students. On Tuesday, November 21st GFAR presented a check for \$11,000 to the Great Falls Public Schools Foundation to help with this cause. My chest swelled with pride as I participated in the ceremony along with some of my fellow Realtors, affiliates and our CEO Terry Thompson.

While we have done great things, there is still more to do. It absolutely broke my heart on November 20th when I read in the paper and saw on the news the tragic death of Antonio "Tony" Renova - a five-year-old boy that died at the hands of his own parents and a third party here in our own city.

Great Falls is my hometown and I'm very proud of the city in which I grew up, but there are times when I question how such evil can occur right under our noses and nobody notices it. Even worse, if it is noticed and no one says or does anything. This recent tragedy has me asking what else can we do? What else must we do to help the children of our community?

Here are some statistics that shocked me. After speaking to a friend, Mike Ammons, from Child Bridge (a non-profit organization that finds and equips foster and adoptive families for Montana's children who are victims of abuse and neglect), I was shocked to learn that in the United States there are approximately 450,000 children in foster care. This means that one out of every 743 citizens in the nation is a child in foster care. Montana's ratio is worse, one out of every 322 Montana citizens is a child in foster care. Cascade County is even worse, in our own county one in every 137 citizens is a child in foster care. Cascade County is the worst county in one of the worst states in the tragic foster care debacle.

When I asked Mike what I could do to help, he said, "That's easy. We need more families to step into the gap and become foster families. We need foster parents that will help take foster children until they are either reunited with their parents, which is always the goal, or until they can be adopted." Another way we can help is to support organizations like Child Bridge, the Dandelion Foundation, or Toby's House Crisis Nursery are just three that I know are legitimate organizations. I'm sure there are many other organizations that legitimately will genuinely care for the children of our community, but not all that claim to do so really do. Please be careful with your money as there are illegitimate GoFundMe pages and other fundraising organizations that are not legit. Below you'll find the contact

information for the three that I mentioned.

This is the season of giving. The season that I remind my fellow men to keep Christ in Christmas. I challenge each of my brother and sister Realtors to do what they can to help this devastating crisis in our community. ERA Advantage Realty is going to encourage each Realtor to donate something from every closing to Child Bridge. I challenge each broker/owner to see what they can do to help this cause. I, as the broker/owner, made the commitment to match dollar for dollar anything that my Realtors donate. Please don't leave it up to the Association. Realtors are supposed to be involved in their communities and the children in our community need our help. Let's see what kind of difference we can make for the most defenseless members of our society. Let's report at the end of the year about what a difference the Realtors in our community made to help the children of Great Falls!

[Child Bridge Montana](#)

[Dandelion Foundation](#)

[Toby's House Montana](#)

**God Bless, Jim Dea**

## SentriKey Lockbox Service Information



### Low Battery Notifications

SentriKey is experiencing a higher number of low battery notifications at this time. If you receive one, we encourage you to bring the lockbox to the Association office to exchange it for a new box.

If your property is located out of town, we are happy to provide you with a box to take to the property to exchange as long as the process is completed in the same day.

### Lockbox Service Rules, Violations & Fines

**Section 1.2 Issuance of Lockboxes:** Each participant or subscriber to whom lockboxes are issued shall sign a Lockbox Usage Agreement. Lockbox Usage Agreement executed by Subscribers (non-principal brokers, sales licensees) will be co-signed by the Participant or designated REALTOR®. A lockbox shall be placed on a listing within two (2) business days from time of issuance. (Section adopted by GFAR by 09/11)

**Section 1.3 One Day Codes:** Great Falls Association of Realtors® authorizes the use of one day codes to access lockboxes at the discretion of the Participant and/or Subscriber. Agents, contractors, unlicensed assistants, and other trades people may be provided a one day code by the Participant and /or Subscriber. When assigning codes in the lockbox data base system, the first and last name of the person and the name of their business or other like description must be included. *\*Examples: John Doe, ABC Inspections; John Doe, Energy West; Jane Doe, ABC Cleaning Services (GFAR 10/13, Amended 02/17)*

**Section 1.5 Removal of Lock Boxes:** All lockboxes must be removed within two (2) business days after cancellation or expiration of a listing agreement or the closing of a sold property. *Withdrawn listings are allowed to retain the lockbox for a 14 day grace period. If the listing status hasn't changed after the grace period ends, the lockbox is to be removed or transferred within two (2) business days. (Amended by GFAR 09/11)*

**GFAR Staff will notify the member who is assigned ownership of the lockbox in violation as a courtesy via email, with a 48 hour deadline from**

***issuance. Failure to comply with any of the above rules beyond the deadline imposed will result in a penalty of \$25 per incident.***

**Equipment Replacement Costs:**

Lost/Stolen/Significantly Damaged Lockbox: \$100

Non-Warranty Damaged Lockbox (ie. Cracked Faceplate): \$35

Lost/Stolen/Damaged Lockbox Shackle: \$10

*(GFAR 02/13, amended 10/13, 09/15, 12/15, 02/17, 09/17)*

**As a friendly reminder, per the Lockbox Usage Agreement signed upon becoming a member of the Great Falls Association of REALTORS®, while the lockbox is under your ownership, you assume responsibility for its care. Damage to the lockboxes will be invoiced to the member responsible.**

**Pictured are cracked faceplates with a cost of \$35 each. Additionally, gluing them back together will not skirt the charge, and can end up damaging the electronics inside the box, so please don't attempt this.**



## **Dues & Other News**

Dues were sent out at the beginning of November, if you did not receive your invoice, please alert staff ASAP. These must be paid in full by January 2nd. IF you donate to RPAC and do so by December 13th you have a chance to win a Dues Rebate worth \$150 or an Education Rebate worth \$139 or you could get lucky and win both!!

GFAR will have a Toys for Tots box at the Office, please bring by your new and unopened gifts for children in need!

The winning ticket for the Flag Quilt on display at GFAR will be drawn January 31st, be sure to get your tickets for this one of a kind item soon!  
One ticket for \$10, or 3 for \$25.

## **Committee Corner**

### **Budget & Finance**

The November B&F meeting was cancelled due to lack of agenda items. December's meeting is scheduled for December 12th at

### **Government Affairs**

The Government Affairs Committee will meet December 5th at 10am, immediately following the Morning

The Great Falls REALTORS® Flag Project Committee (Flag Committee) will meet December 3rd at 4pm. This meeting will include planning for 2020 including an event with the Americans Hockey Team, the quilt raffle, the annual Friends of the Flag Golf Tournament, Flag Day and more!



The YPN Committee had its first meeting on November 20<sup>th</sup> at GFAR and went over introductions of the new chairs and advisor.

This committee will have three main priorities this year; Education, Leadership & Networking. Members chose the group they felt they could benefit most from and discussed activities they wanted to explore as a committee this year.

The next meeting will take place at 1pm on December 10th at GFAR where committee members will participate in a 2020 Business Planning Session with Broker-Owner of Dascoulias Realty, Melissa Dascoulias.

The YPN Committee is also hosting the Jingle Bell Jam at the Sting on December 11th from 5pm - 7pm. A fundraiser for the Alliance For Youth Resource Center, \$1 from every drink will be donated.

**Jingle Bell Jam**

*A Fundraiser for the Youth Resource Center*

**December 11th | 5pm-7pm | Sting Sports Bar**

**Ugly Sweater Contest - Bad Santa Karaoke**

**\$1 from Every Drink Goes to the Youth Center**

Sponsored by: **Opportunity Bank OF MONTANA**

**Alliance for Youth RESOURCE CENTER**  
Serving our community's vulnerable youth

## REALTOR® Safety - Open Houses

Are you prepared for your next open house? Follow these short videos from Carl Carter Jr. of the [Beverly Carter Foundation](#) to know what to do before, during, and after your open house. Always remember to put your safety first!

**Before Your Open House**



- Prepare the Sellers
- Assess the Marketing
- Find a Buddy
- Meet the Neighbors
- Use a Cloud-Based Camera
- Assess the physical layout of the property
- Visit the nearby police substation and fire station

### During Your Open House

- Avoid Certain Rooms
- Door Bells
- Evaluate Every Prospect
- Check In Regularly



### After Your Open House



- Close with a Buddy
- Post-Showing Process
- Secure the Home
- Express Gratitude

## 2019 Stand Up For Students Grand Total



## **Stand Up For Students Raises \$11,000 for the GFPS Foundation!**

This year we really knocked it out of the park with our fundraising and toiletries drive efforts for Stand Up for Students/World Homeless Day 2019.

Once again, the City of Great Falls proclaimed October 10th as World Homeless Day in Great Falls. We are proud to announce that over **11,000** toiletry items were collected for Great Falls Public School and Alliance for Youth pantries.

Additionally, on November 21<sup>st</sup> GFAR presented an **\$11,000** check to the Great Falls Public School Foundation. The total amount raised was made possible by the efforts of several Realtors, affiliate members, students and participating businesses.

We can be extremely proud of the advocacy efforts we put forth to raise awareness about the number of homeless students in our community. We will continue to focus on the homeless and disadvantaged youth by partnering with organizations who provide services and support to them. After all, we are in the home business and everyone should have a place to call home.

**Thank you to everyone who put forth tremendous efforts to making this year such a success!**

## **2020 Committees - Which One is Right For You?**

### **Committees**

**Budget & Finance** – develops annual budget for the Board of Directors and Members. Researches non-dues revenue sources and monitors balance of income to expenses. Committee meets the second Thursday of every month at 10:15 am.

**Government Affairs** – keeps members informed of political and government policies/activities, promotes private property rights, solicits contributions for political interests and the issues mobilization fund. Determines where funds might be best used for candidates or issues. Meetings are scheduled on an as-needed-basis.

**Great Falls REALTORS® Flag Project** – A separate non-profit company owned by GFAR. Partners with Montana Air National Guard volunteers to keep the Flag in repair, flying, and manages fund raising. Coordinates the annual Essay Contest for 4<sup>th</sup> Grade students, Flag Day celebration on June 14th at Overlook Park, and the annual golf tournament in Sept. Meetings are scheduled on an as-needed-basis.

**Grievance/Professional Standards** – (requires professional standards training) The Grievance committee reviews Code of Ethics complaints and refers valid complaints to the Professional Standards committee. You must be a REALTOR® in good standing for three years before you can serve on the Grievance Committee. The Professional Standards committee is a hearing panel that hears matters of unethical conduct by members and provides arbitration as requested. You must have served on the Grievance Committee for two years before you can serve on Professional Standards. Meetings are scheduled on an as-needed-basis.

**MLS Advisory Board** – (appointed by President) the members of this committee must be Participants (Broker/Owner) of the MLS, or a broker-appointed designee. Oversees the lockbox system used by REALTORS® and provides input regarding the MLS software program managed by the MRMLS. Committee meets quarterly on the first Wednesday of January, April, July and October at 10:00 am.

**Young Professional Network (YPN)** - is a valuable resource for those who want to build relationships with peers, advance their careers, and make a difference in their industry, community, and local association. REALTOR® Magazine launched the YPN in 2006 as an outgrowth of the popular **“30 Under 30” feature** with the goal to help the younger generation of REALTORS® build a stronger link with the real estate industry and expand networking and business opportunities. It's not required you be under 30! Meets monthly on the second Tuesday of every month at 1:00 pm.

### **Task Forces**

**Stand Up For Students** – created in 2015, Stand Up For Students (SUFS) hosts an annual toiletries drive for homeless students in our community. Additionally, the task force hosts fundraisers throughout the year, and on October 10<sup>th</sup> – World Homeless Day. To date, this task force has raised \$39,500 for the Great Falls Public Schools Foundation. Meetings are scheduled on an as-needed-basis.

**Contact the Association Office to sign up for a committee or task force today!**

## **REALTOR® Party Mobile Alerts**



**Have you signed up for mobile alerts? You could win \$100!**

**Sign up to receive REALTOR® Party text alerts and you'll automatically be entered to win.**

**Text REALTOR to 30644  
10 lucky subscribers will win \$100!**

\*2 names will be drawn randomly from all Montana REALTOR® Party text alert subscriptions each month from August to December 2019. Current subscribers need not re-subscribe to be entered into the drawings. Odds of winning are based on the total number of Montana subscribers. No purchase necessary.

## **National Association of REALTORS® & REALTOR® Magazine**



### ["NAR en Español" Reflects Growing Spanish-Speaking Membership](#)

Hosted fully in Spanish, more than 200 members, a record for the event, in its 4th year, gathered to discuss Multiple Listing Services, the role of women within the industry and ways to better leverage the resources provided to international members.

### [2019 NAR President John Smaby: The World Needs the Kindness of REALTORS®](#)

Recounting his tenure, Smaby said no other profession in the world is as closely tied to the well-being of communities as real estate. "Today, there are too many shouters and screamers, and not enough thinkers, dreamers, and doers," he said.



**Beth Duke**  
Membership Policy and  
Board Jurisdiction Committee



**Jennifer Shea**  
Resort and Second Home  
Real Estate Committee



**Gary Shea**  
Federal Taxation  
Committee



**Marie Willson**  
Leading Edge Advisory  
Board Member

## **2020 National Association of REALTORS® Committee Appointments**



### **In Other News..**

[Code of Ethics Training Requirement Update](#) | [Clear Cooperation Policy Approved](#) | [Simple Ways to Get Started Using AI](#) | [More..](#)

## **Fast Five - State Directors**

Starting in December, we will be sharing a Fast Five and a Top Twenty for you to learn about your fellow GFAR Members! This month's features are your 2020 State Directors serving on the GFAR Board of Directors. Fast Fives will be featured in newsletters and on our [Instagram](#), while the Top Twenties will be showcased on the [GFAR Blog](#)! Stay tuned for your chance to be featured!

### **Ashley Friesen - Dahlquist REALTOR®: 5 Years**

Within the US, where would you love to travel to?

- **So many places I would like to go but the Grand Canyon would top my list.**

What would be your spirit animal?

- **According to BuzzFeed, I am a lion...**

What's the best piece of advice you could give to any person who reads your answers?

- **Be nice to people...we all have our own hidden struggles.**



Do you have a favorite sport or team?

- **Volleyball...my Salvation Army league team! :)**

What's the best advice you've ever received or your life's motto?

- **Always block out time in your schedule for yourself and your family.**

**Gena Gremaux - Ridgeline Real Estate  
REALTOR®: 15 Years**

What is something you think everyone should do at least once in their lives?

- **Visit a foreign country**

If you had a day that was all about you, how would you spend it?

- **I would spend it with my husband and kids on a vacation!**

If you had to change your name, what would you change it to?

- **Kardashian - be famous for nothing**

If you wrote a biography or a memoir, what would you call it?

- **The Crazy Things That Have Happened to an Introvert**

What do you hope to accomplish in the next 5 years?

- **Grow my business with my son at my side**



**Lorie Jean Schult - RE/MAX of Great Falls  
REALTOR®: 6 Years**

What is the most impressive thing you know how to do?



- I am a pretty good chipper in golf

What's your life's motto?

- Be Kind or Be Quiet

If you had to change your name, what would you change it to?

- Daisy, it's what my grandkids call me

What fad or trend do you hope comes back one day?

- BIG HAIR

What hobby or activity would you get into if time or money weren't an issue?

- Jazzercise, it's like a dance workout!

## Alliance for Youth Resource Center

The Great Falls Association of REALTORS® in a partnership with Alliance for Youth will be conducting a Food Pantry Drive during the month of December. Dry and canned goods can be brought to GFAR or by contacting any of the Alliance for Youth contacts listed below.

### Facility Needs:

Our goal is to raise \$100,000 by January 2020 for the initial building updates, start-up equipment and staffing support.

**Please consider donating to Alliance for Youth.**

### Volunteer Opportunities On Site:

Contact Thomas if interested. [trisberg@allianceforyouth.org](mailto:trisberg@allianceforyouth.org)

Volunteers are needed to provide 1 meal per month and/or work in the center.

Email Lisa with your interest. [lbeavers@allianceforyouth.org](mailto:lbeavers@allianceforyouth.org)

Volunteers are needed to assist with small construction projects. Contact Kristy if interested. [kpontet-stroop@allianceforyouth.org](mailto:kpontet-stroop@allianceforyouth.org) or (406) 781-9938

We need gender specific hygiene items for hygiene kits, new socks, underwear & bras, new or gently used teen clothing, and boots & coats.

### Transportation Needs:

• We have been gifted 1999 Dodge Caravan 15 passenger van, which needs a new transmission. If you have contact with individuals who can help with providing a transmission and labor, please contact Kristy.

[kpontet-stroop@allianceforyouth.org](mailto:kpontet-stroop@allianceforyouth.org) or (406) 781-9938

A transportation committee needs some immediate volunteers. They are looking for volunteer drivers. Please contact [Mayor Bob Kelly](#) for more information.

## #ThatsWhoWeR - Pack the Purse

The National Association of REALTORS® created the That's Who We R Campaign with three primary goals:

- Demonstrate the value of a REALTOR® to consumers
- Distinguish REALTORS® from other real estate agents, and listing apps
- Deliver members a sense of pride in being a REALTOR®

Lorie Jean Schult, Broker with RE/MAX of Great Falls wanted to make a difference this Holiday Season to those in need. What started as a goal of gathering 50 purses packed with supplies for the women at The Mercy Home and the Women's Rescue Mission in Great Falls, exploded into an Association and Community Wide event.



THAT'S  
WHO  
WE  
REALTOR

Lorie was able to collect **133** purses packed with items for women in need. Lorie says the motivation for this project was that:

**"No one can help everyone, BUT everyone can help someone!!"**

