



**Becoming a Realtor**



Chuck Nielsen spoke at the Treynor Optimist Club on May 23 about becoming a realtor. He is often busy with his seven grandchildren. Two are in basketball and three are in soccer.

In 2007-2008 he was looking for something to do

after retiring from his full time employment. He had managed apartments for over 35 years and had sold his 24 apartments and 3 houses. While managing them, he learned what to look for.

In 2004-2006 Chuck and his wife built their own home. His house has 6" studs and geothermal heating. He did all the trim work himself.

He took his first real estate class online. He had another three classes in Des Moines. It was a lot of work to become a realtor. His license is good for three years.

After looking at the main real estate companies in the area, he chose to work with NP Dodge. All realtors are independent agents. They also need to continue to take classes to maintain their license. NP Dodge offers a lot of these classes and most are free.

To price a house for sale, Chuck looks at the sold houses, expired listings, and for sale listing in the area. He also looks at pottco.org for the assessed

value, and takes into consideration what the person owes on the house.

Chuck finds new customers through people attending open houses, through the Home Show in Council Bluffs, and through floor duty in the office. Calls and walk-ins are handled by those people on floor duty.

On a sale, the selling agent usually gets 60% of the commission and the buying agent gets 40%. The office itself gets about half of the commission of its agents.

The NP Dodge office has a First National Bank in the building. That is convenient for arranging financing.

**Meeting Minutes**

Dee Guttau opened the meeting and led the Pledge of Allegiance. Richard Vorthmann gave the opening prayer.

Marsha Underwood contributed to the Youth Fund in recognition three years since her surgery. Arlyn Norris is having two guests from Tanzania. Gary Guttau contributed because some Russian doctors are visiting as part of the Sister Cities program.

The Iowa District meeting will be in Greenfield. Can sorting will be this Tuesday at 11:00 for Silver Creek 4-H because school will get out early.

Arlyn Norris won the 50/50. Chad Guttau won attendance award

There will be a fundraiser for Ellen Campbell on Thursday, June 4. She is at the Madonna Rehab center in Lincoln.

There will be no club meeting on July 4. N June 6 the city is having interviews for the new City Manager position.

There were 16 members at the meeting.

**Calendar**

May 26 (Tuesday) – Can kennel sorting at 11:00 a.m.

**Birthdays**

May 11 – Keith Denton (recognized)  
 May 21 - Steve Irvin  
 May 22 - Kirk Vorthmann

**Anniversaries**

May 27 – Bob & Mary Francis Abbott  
 May 29 – Bill & Rhonda Matthew

**Speakers**

May 30 – Mike Hoppe – Culinary Arts Director at IWCC

**Prayers**

May 30 – Gary Guttau  
 June 6 – Dale Willenborg  
 June 13 – Chad Guttau  
 June 20 – Ken Graham  
 June 27 – Dennis White  
 July 4 – No Meeting  
 July 11 – Bill Vorthmann