

NAR in Orlando started out with us arriving just before a Tropical storm swept through the Orlando area. The storm came through at night so I cannot really say I saw much and the next morning everything was back to normal except the flights in and out were definitely affected.

RPAC Major Investors meeting

- North Dakota was up 268% over the goal set for us.
- Presidents Circle Conference is in Cancun from March 1st till 4th
- Year-end fundraising is December 15th although North Dakota closes down November 1st
- There were 52,000 new investors this year
- Fundraising events included Daraoke (Karaoke where fellow agents pay to choose another agent to sing and they pay more if they select the song.), Auction (partnering with Amazon so item is shipped directly to winner), dues billing and direct ask were the main events,

State Forum

- Discussion about spring listings (40-year listing) and wholesaling was discussed
- Leslie started small broker commission to help with communication of information
- More discussion concerning NFIP coming in January.

General Membership Forum

- 2022 was the first year that women made up a majority of leadership in NAR.
- Dubai joined NAR – Significant because leadership who signed on both sides of the agreement were female
- NAR joined with forestry to plant one tree for every member of NAR (over 1.5 million)
- Leslie's focus was on Sustainability, Strength, Safety and Stewardship

The Skimm

- Void in the market on how women were getting updated and rewarded
- Digital media powerhouse geared toward millennial women
- State of women leading today has improved but still facing many obstacles.

Dr Lawrence Yun

- Pending home sales are nearing when we were in lockdown.
- Inventory levels are low nationwide.
- Distressed properties are extremely low to non-existent
- Out of control inflation is leading to less purchasing power
- Yearly income to buy a median home has risen from \$55,000 per year to \$85,000 because of rise in home costs and interest rate.
- Buyers are willing to live further from work because of rising costs and the ability to work from home more often.

Jay Shetty

- T is for thank fulness / gratitude
- I is for Inspiration
- M is for Mindfulness
- E is for Exercise
- Gratitude only works when it is specific and personalized.
- Start your day with inspiration. Avoid the phone and computer when starting your day
- Mindfulness is scheduling time for yourself

- Exercising creates more alertness and clarity
- It is more important about how we feel about what we do rather than what we actually do.

Social Media

- Know your audience and what you want to accomplish
- Who are you trying to reach. Tailor your message to that audience
- Set up a posting schedule and stick to that schedule.
- Engage with your followers
- Be the master of your hyper local market
- Create an omnipresence
- Don't over promote your business
- Watch out for trolls

Disney

- We must take care of ourselves first
- No tasks is below us at any level of leadership

Kenny Parcels

- 5 L's – Love / Laugh / Learn / Lead / Legacy

Kevin Fisher – 2023 NDAR President