

NAR Conference 2022 – Orlando

Nick Olson, Vice President, NDAR

Thursday, 11/10/22.

- Attended briefly (30 minutes), the State Leadership Idea Exchange Council Forum. We met with other leaders from across the country to formulate questions to bring forward to NAR Leadership. I was able to listen in and discuss topics that we wanted to bring forward...but I was not able to stay until the end to hear which questions were brought forward, as I had another meeting to attend.
- Met with NAR staff and the VC of my Small Broker Committee in advance of our meeting to ensure we were all on the same page with our agenda and topics. This was my last meeting as Chair of that committee, and it was another great experience that I am grateful for. After our meeting at RLM in May, we determined that we needed to substantially increase the size of our room and number of chairs provided. Even after doubling the number of chairs, we still ended up with standing room only! This committee is still in the infancy stage, but so much good will come of this for the membership of ND as many of our members are in "Small" Brokerages. (NAR stats show that just over 80% of Brokers are considered "Small") During our meeting we heard from NAR staff on a couple of occasions regarding the 40 Year Listing Contracts or as they call them Spring Listings, member benefits and marketing materials that we will have access to.
- Attended the Inaugural Dinner with Installation of our next President, Kenny Parcell. It was a great evening with many from NDAR attending this event. Kenny has a true passion for our membership and one thing that stood out to me was he was roaming the tables during the event, thanking us for attending and letting us know that he loves us. On paper, this might not seem like anything major, but we were at table #225 and there were more behind us. Most tables had 10 people at them, so my estimation is that he personally talked to nearly 2500 people!

Friday, 11/11/22.

- Attended the opening General Session with President Leslie Rouda Smith speaking. She mentioned how proud she was of the newly formed Small Broker Committee and explained the reasoning behind starting this. There was a discussion via Zoom with the founders of theSkimm, 2 females that have started a media company designed as a subscription only service marketed to females.
- Attended Lawrence Yun's Residential Economic Issues and Trends Forum. He shared stats and predictions on our past, present, and future market. Overall, it was a positive presentation with an outlook of some tougher times ahead mixed in. He feels that our overall numbers of transactions will most likely continue to fall but that our average sales prices could stay up due to lack of inventory still in some markets.
- Attended and presented at the Broker Engagement Council. I was asked to present on Broker Engagement grant opportunities that exist for State and Local associations. We have seen huge strides in applications for grant funding and the Broker Engagement Team (Broker Engagement Council and Committee, Small Broker Committee, and Idea Exchange for Broker's Council) had



to go back to NAR Finance committee to ask for an additional \$26,000 to approve 5 additional grant applications over and above the \$90,000 that was approved in the budget. NAR Leadership certainly sees the benefit and need to engage the broker. They see that the role of the broker has diminished over the last decade and want to bring that back to where it should be!

- Ended the evening attending the NAR NXT welcome reception at Universal Studios and networking with fellow ND membership.

Saturday, 11/12/22.

- Attended the General Session with Jay Shetty. He is the author of "Think Like a Monk" and he discussed steps that we can take to help us in our everyday lives as a leader and simply as a human. Personal growth, mind and body were parts of his discussion. I have ordered his book with the intentions of bettering myself in the whole.
- Attended and was a panelist for the Idea Exchange Council for Brokers. 4 panelists took turns giving some advice for those in the room on what to focus on as we have been thru a downturn in the market back in 2007-2009. We also had open Q & A with those in the audience that ended up filling the entire timeframe that we were allotted. We did not finish our agenda as we adjusted on the fly to accommodate the desires of the room. I had a great conversation with President Leslie before the meeting and had Jill Beck in the crowd supporting me! Another great experience that I am grateful for.
- Attended and presented at the Broker Engagement Committee. I was asked to present on the grants available again but ended up not doing that as someone else handled it. I did talk about our Small Broker Committee and its purpose. Had conversations afterwards with Patty Zusak from MN regarding creation of a Region 8 Broker Engagement event. More details will come out of this after we iron out some of the details. It is hoped to have a 1- or 2-day event held in Sioux Falls, SD with a possible Zoom option. It would hopefully have NAR Staff and leadership there to discuss various topics on Legal, Economics, trends, and benefits to membership, etc. I truly think that we would be the first to hold an event like this, but it would be a great thing to start!
- Attended the RPAC Major Investor event at Seaworld and again networked with numerous members from ND.

Sunday, 11/13/22.

- Attended the State President/President Elect Information Exchange even though I technically was not the President Elect yet. Kevin Fisher and I sat at various tables and discussed topics from Knowing Your Role in Leadership, RPAC creative ideas, Realtor.com updates. Even though I understand my role on the Executive Committee, it is always a good reminder of what we need to be doing vs. what staff is expected to do. RPAC ideas that were talked about are noted and hopefully we can implement some of them on the state and local levels.
- Attended the Region 8 Caucus meeting where we heard updates from RVP, Bart Miller, SD along with updates from North Dakota, South Dakota, Minnesota, Nebraska, and Iowa leadership.

Overall, it was another positive experience for me both personally and on my leadership side. Getting the opportunity to present at 4 different committees, councils and forums was a great experience for me.