



As my term as President is coming to an end, I have taken time to ponder whether I accomplished any of our goals, primarily am I walking away leaving things better than I found them?

With confidence I can say ABSOLUTELY!

The way real estate is done is changing. There are educational opportunities coming your way regarding Buyer's agency and co-op commission forms, along with scripts to help you communicate your value proposition as a Buyer's agent. There will be a Facebook Live event on August 29<sup>th</sup>, 9am-12pm on this topic. This will be recorded for future training as well. Be sure to get this on your calendar, your office calendar and may be even have a watch party at your office.

Our Professional Development committee provided an unforgettable experience for the most recent Leadership Development class. We have multiple participants slated to be installed as Directors. In the past years we had just enough applications for the vacant seats. This year we had an abundance of applications.

Our YPN Bootcamp brought in one of our members who generously shared her techniques for social media and another member provided training on Canva. Being able to help our members continue their success and be able to pivot in this market is priceless.

When Amanda started as CEO, she performed an audit of all our vendors and contracts. After doing so she was able to find areas where we could make cutbacks, some very significant. It was revealed we were many versions behind with Rapattoni which impeded our ability to update our website and other services for our members. We are not an association with thousands of members and as this market changes we need to be fiscally responsible, more than ever.

Molly, well what can I say, she is pretty amazing! With all her philanthropic work in the communities around us she has resources we benefit from. More importantly, her creativity and work ethic make every event the best it can be. This past year I have seen Molly thrive, feel listened to, and become empowered in the association's current environment.

Hailey & Laurie are wonderful additions to the staff. I look forward to seeing their continued growth over the years to come.

There is a saying that goes something like this: no one cares how much you know until they know how much you care. I know our staff cares. We are lucky to have them. Leadership and Directors come and go, the staff is our constant. We need to take care of them, look after them and keep empowering them to know they have a voice, a safe place to work and that they are appreciated for all they do. With that said, we cannot forget to look for the latest trends/topics to bring educational opportunities and trainings to the membership to help them be the best they can be in their business.