

## **The Luck of The REALTOR®**

The Luck of the REALTOR®. Some are just lucky to have it all. Look how lucky they are.

We've all heard it before and may have believed it at one point. In real estate, Luck is preparation meeting opportunity. As professionals, we are constantly having to learn and reinvent the way we do business. This gives us the readiness to take advantage of the opportunity in front of us. YPN has done a great job with their monthly Monday Morning Wakeup events at GMAR. The members on the committee volunteer their time to host valuable training for members. Its members like that who make all of us better.

GMAR and WRA not only provide resources for education, they give opportunities to put us in front of the consumer. The REALTOR® Home & Garden Show coming up is a great way for members to get in front of past clients and meet potential new home sellers. This month's history series is about the Home & Garden Show. Thank you to the staff and affiliate members who make sure the event is a success every year. For more information please go to [GMAR.com](http://GMAR.com) and look under the events tab.

Last month REALTOR® joined together to meet with legislators in Madison on a variety of topics. As the largest trade organization, we once again made our presence known in the Capitol. Our members asked that our state representatives look at defining a defect for all home inspectors, pier rights for home owners and the need for affordable housing. Thank you to all of our members for continuing to advocate for all of us and our consumers.

The WRA recently sent an email to all members asking you to contact your state representative and let them know you support having homes inspectors call a defect a defect. They made the process extremely easy and I encourage anyone who hasn't, to open the email and follow the easy steps to support this change.

Our next task is to take the fight to Washington DC in May, where REALTORS® will join from across the country to meet with our representatives in Congress. I encourage all members to join us in DC in May. For more information on NAR's advocacy issues or the upcoming Legislative Meetings agenda in DC, please go to [NAR.REALTOR®/Political Advocacy](http://NAR.REALTOR®/Political Advocacy). Our members have started the year strong and we are seeing home ownership is top of mind with consumers. Rates have stayed low and the mild winter season did not keep buyers from wanting to buy.

As we get towards the end of the 1st quarter, let us prepare for the opportunities warm weather will bring and be aware of the the new NAR rule that took affect March 1st regarding MLS Cooperation Policy. This new policy will promote improved competition in our marketplace which ultimately is beneficial for consumers. Metro MLS has sent out a FLEX Tip email regrading the new policy and the procedures to follow. For more information go to [MLS Clear Cooperation Policy](http://MLS Clear Cooperation Policy).

Thank you everyone and make it a great March!

Kel Svoboda, Chair  
2020 GMAR Board of Directors