

# IOWA ASSOCIATION OF REALTORS®

## State Leadership Idea Exchange Council

Iowa started back in December, at the direction of President Kathy Miller and her leadership team, creating a 4 hour presentation labelled “Board Indoctrination for ALL Members”. This presentation included simple items that all Realtors should know and we assumed that they knew, example, 3-Way Agreement, speaking about the responsibilities of being a Board member, the Value of NAR, their functions, policies and values, dues formula, the Realtor Party, the relationship of the President and the Executive Officer. We show the 24 minute Orientation toolkit video, we have our staff Attorney speak about Organizational Standards, and the BOD insurance provided by NAR to all Boards, as well as Robert’s Rules. We spend an equal amount of time on the State Association once again values and functions, we speak about Aristotle, FPC’s, RVP’s, state committees, member benefits, and on and on. We started this in January loooooong before the mandatory “Core Standards” and we had an opportunity to reach out to about 20 of our 48 boards sharing this information. Our goal was to show each Board the Value of being a member of the National Association as well as the Iowa Association as both have stated “Value Statements”! The challenge to each Board was to create a “Value” Statement for each Board and share this with its members.

THEN CORE STANDARDS HIT!! Being a state with approximately 6500 members and 48 Boards (33 Boards and 15 Chapter Boards –Chapter Boards are those that are just the “good Ole boys” clubs) we knew we were in trouble! So Iowa’s leadership decided that we needed to reach out to all our boards, explain the core standards. We knew that 80% of our Boards could not meet the core standards alone so we also spoke about Board consolidation and the choices that each Board had at this time. We have had some success in the past with consolidating Boards and MLS, as well as sharing services. So we hit the road and shared the information and spoke of choices each Board had, which by the way, included not being a REALTOR® any further and that was, in fact, discussed by a couple of our smaller Boards. Today we are working on consolidating the 48 boards into Regional Boards and regional MLS, still a work in progress but if all goes as we indicated, going into the new year we will have approximately 17 Boards (9 Large Regional Boards and 8 stand-alone Boards).

The next step for Iowa is to then work with and see that all are approved by NAR and functioning into the new year. We fully expect that all Boards will have NO problem working with, meeting and exceeding the core standards.