



NATIONAL
ASSOCIATION OF
REALTORS®

2023

LEADERSHIP
**RESOURCE
GUIDE**



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2022 LEADERSHIP SUMMIT AGENDA

All Leadership Summit sessions will be held in the Sheraton Chicago Ballroom, Level 4 of the Sheraton Grand Chicago. Please refer to the mobile app for complete session and event details.

SUNDAY AUGUST 7

3:00 – 7:00 pm

Registration Open

Convention Registration, Lobby Level

6:00 – 7:00 pm

First Time AE & Solo Traveler Reception

Colorado Room, Level 2

7:00 – 10:00 pm

White & REALTOR® Blue Party

The Old Post Office, 433 W. Van Buren St.

Transportation will be provided between the Sheraton and The Old Post Office, beginning at 6:30pm. Porte Cochere, Lobby Level (near badge pick-up)

MONDAY AUGUST 8

7:00 – 8:00 am

Continental Breakfast

Ballroom Promenade, Level 4

7:00 am – 4:00 pm

NAR Displays Open

Ballroom Promenade, Level 4

7:00 am – 4:00 pm

Registration Open

Convention Registration, Lobby Level

8:00 – 10:10 am

Leadership Summit Sessions

Sheraton Chicago Ballroom, Level 4

10:10 – 10:30 am

Networking Beverage Break

Ballroom Promenade, Level 4

MONDAY AUGUST 8, *continued*

- 10:30 am – 12:00 pm** **Leadership Summit Sessions**
Sheraton Chicago Ballroom, Level 4
- 11:40am – 1:00 pm** **Networking Lunch Break**
Ballroom Promenade, Level 4
- 1:00 – 2:10 pm** **Leadership Summit Sessions**
Sheraton Chicago Ballroom, Level 4
- 2:10 – 2:30 pm** **Networking Beverage Break**
Ballroom Promenade, Level 4
- 2:30 – 3:40 pm** **Leadership Summit Sessions**
Sheraton Chicago Ballroom, Level 4

TUESDAY AUGUST 9

- 7:00 – 8:00 am** **Continental Breakfast**
Ballroom Promenade, Level 4
- 7:00 am – 12:00 pm** **NAR Displays Open**
Ballroom Promenade, Level 4
- 8:00 – 9:45 am** **Leadership Summit Sessions**
Sheraton Chicago Ballroom, Level 4
- 9:45 – 10:15am** **Networking Break**
Ballroom Promenade, Level 4
- 10:15 – 11:10 am** **Leadership Summit Sessions**
Sheraton Chicago Ballroom, Level 4
- 12:30 – 4:00 pm** **NAR Building Tours**
430 N. Michigan Avenue
No registration required; tours are available on arrival



Hello.

Welcome to the
National Association
of REALTORS®' 2022
Leadership Summit!

WELCOME

KENNY PARCELL
2023 PRESIDENT

Leadership Summit is one of my favorite REALTOR® gatherings all year. It's a chance for association executives, presidents-elect, and those in other leadership roles to get acquainted with the NAR 2023 Leadership Team, and learn more about our goals and objectives.

I believe the billionaire and the beggar have one thing in common—they both have the same amount of time. We want to be respectful of your time, and thus our programming for this event will be educational, motivational, and inspirational as we lay out our priorities for the upcoming year.

By the time Leadership Summit is over, our goal is for you to have a greater understanding of REALTOR® association governance and structure at all three levels. You'll be able to identify NAR priorities for the upcoming year, and how you can help us achieve them. And you'll be familiar with your 2023 Leadership Team, RVPs, and Liaisons, and how we stand ready to assist you. We want you to be **excited** and fully ready for the year ahead.

If you're here, it's because your association and those around you believe in you. I believe in you! I also believe in us! The tremendous work being done by real estate leaders like you at all levels—local, state, and national—makes all of our progress possible.

On behalf of the 2023 Leadership Team, we would like to personally thank each and every one of you for joining us in Chicago for the next few days. We know how demanding your life can be, and we recognize the sacrifice you've made to be here.

Thank you for taking time away from your business and family to share your time and talents with our association. Volunteer leadership has been an incredible experience for me and my family; I have found the more I give, the more I get in return.

In the old west, when a cowboy “rode for the brand,” it meant that **they had signed on to the mission, goals and aims of the ranch owner**. It meant that they were committed, and they were a dedicated team player. It meant, in the words of Red Steagall, that they gave the promise to protect the brand as though it were their own.

That's why our theme for 2023 is “Riding with the Brand.” Note that it's **not** “Riding *for* the Brand,” because you are the brand! The brand is us, and the brand means something to all of us! Thank you for Riding with the Brand and giving your very best to safeguard and promote what the REALTOR® Brand is. It represents the very best of people that truly love our community and the people that live in it! And thank you for your kindness and for making me want to be better.



2022 LEADERSHIP SUMMIT SPEAKERS

The 2022 Leadership Summit features esteemed industry professionals and many of the NAR Leadership Team. Presenters will share their motivational insights, inspiring messages and lessons they've learned from their businesses.

JESS BILLER, CPBA

Paramount Consulting Group • jess@successfulhiring.com



Jess is the president of Paramount Consulting Group. He and his team work with businesses in the real estate industry who desire to build high-performing teams. Using a patented process, he helps organizations make more informed hiring decisions and select employees who will be passionate, effective and engaged.

As a Certified Professional Behavior Analyst, Jess helps leaders navigate their organization's No. 1 challenge: harnessing human potential. Working with individuals or teams, he brings keen insights that challenge current thinking and perspectives, resulting in better decisions and actions.

Prior to starting Paramount Consulting, Jess owned and led a business that began on a shoestring and grew into a multimillion-dollar contracting business serving customers in the commercial sector.

DAVID DOCTOROW

CEO, Realtor.com/Move, Inc. • david.doctorow@move.com



David Doctorow became Chief Executive Officer of Move, Inc., operator of Realtor.com®, in February 2020.

Doctorow has held senior executive roles at some of the world's leading digital commerce businesses. He joined Move from eBay, the global e-commerce business where he served as Head of Global Growth, eBay Marketplaces, since 2016. Under Doctorow's leadership, the company implemented a number of significant marketing tech and workforce advancements that resulted in major increases in revenue, traffic, and active buyers.

Before joining eBay, Doctorow spent nearly five years as Chief Marketing and Strategy Officer at Expedia, the leading travel technology company, where he helped to guide the overall turnaround of the business and an industry consolidation that included Orbitz, Travelocity, and a number of international brands. Earlier in his career, Doctorow held marketing roles with McKinsey and Hewlett-Packard.

A respected marketing executive, he was named one of Top 50 CMOs to Watch by Boardroom Insiders and a Forbes Top 50 Most Influential CMO.

Doctorow holds a bachelor's degree in International Relations from the University of Pennsylvania, and an MBA from Stanford University Graduate School of Business.

BEN KJAR

benkjar@yahoo.com



Ben Kjar was born with Crouzons syndrome (a craniofacial anomaly), and as a young boy, the doctors told him that he would live a different life....and that's exactly what he's done!!

Ben has risen above any of life's challenges to become a Victor, not a victim.

Ben is Utah Valley University's first-ever NCAA Division 1 Wrestling All-American and has represented the USA team internationally.

Ben is an international professional speaker and has told his story to millions around the globe, in front of crowds of up to 10,000 people!

In the past 6 years, Ben has flipped nearly 200 properties and compiled a Rental portfolio of almost 100 multi-family rentals and 3 storage unit complexes.

Ben and his wife, LaCol, are proud parents of 3 beautiful, adopted kids which are 3 yrs old and under.

Ben believes the real way to become truly wealthy is to travel and experience culture and its people. If you can connect with mankind, you will have a rich life.

DOUG HINDERER, MA, LMFT

dphinderer09@gmail.com



Doug is a licensed marriage and family therapist. In July of 2017, he received an MA in Marriage and Family Therapy and currently works part time as a Marriage Therapist at the Chicago Christian Counseling Center. He also has a private practice in which he provides tele-therapy throughout Illinois. In addition to seeing couples and individuals experiencing marital disharmony, he conducts "Marriage Tune-up" workshops for married couples and "marriage discernment" workshops for couples contemplating marriage. You can learn more about Doug and his private practice by visiting his website — happymarriageforlife.com.

Prior to his career in marriage counseling, Doug worked for 36 years in Human Resources. After 25 years with the National Association of REALTORS®, he retired in 2016 as the Senior Vice President, Human Resources and Association Leadership Development. In 1995, he earned his Senior Professional in Human Resources designation from the Society for Human Resource Management. In 2010, he earned his REALTOR® Certified Executive designation.

DESMOND LOMAX, CMHC, CPM

desmondlomax@gmail.com



Desmond Lomax is a licensed clinical mental health therapist. He has a background of 20 years in public safety, focusing on criminal justice reform. He entered the corporate world working as a consultant for the Arbinger Institute. Desmond started DNA Health Consultant, concentrating on mental health, physical fitness, and their relationship to work performance. Desmond is a sought-after speaker in the field of mental health. Desmond's non-profit illuminateunity.org focuses on providing mental health resources to students in memory of his oldest son Mateen who died from suicide in November 2019.

THE MALOUF FOUNDATION



Our Mission

The Malouf Foundation exists to confront child sexual exploitation, specifically sex trafficking and online abuse. We fulfill our mission by providing education, promoting healing, and furthering advocacy for survivors.

Our Areas of Focus

Our three focus pillars—education, healing, and advocacy—are how we confront child sexual exploitation. Under each pillar are multiple initiatives designed to maximize impact and support survivors.

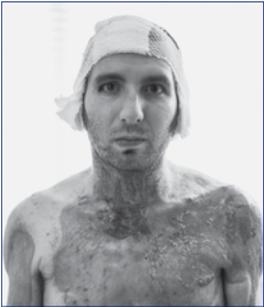
Our Story

The Malouf Foundation was formalized by Sam and Kacie Malouf in 2016 as the non-profit arm of their successful company. A year later, we adopted our flagship cause to confront child sexual exploitation. Today, the Malouf Foundation works with a diverse team of leaders, organizations, and survivors to fulfill our mission. Supported by the network of Malouf Companies™, the Foundation gives 100 percent of our resources to the people we serve.

To learn more about our mission, or to get involved with our initiatives, visit malouffoundation.org.

MATT MANZARI

mattmanzari@gmail.com



Matt Manzari. Husband. Father. Once Pro Athlete. Twice nearly died. In the midst of his greatest trials, his family and friends were told it was over. From fun challenges like building an athletic career, to tragic ones like fighting for his life, Matt shares practical steps that guide us to victory! On the water Matt did things nobody ever did, in his tragedy, he recovered like nobody imagined! We all face struggles. But can we resolve to have the kind of perseverance Matt had? Would we be willing to look beyond ourselves to see the truth of who we really are? No matter what struggles you are facing, big or small, Matt gives practical steps to not just survive, but thrive!

THOMAS SUIT



Mr. Thomas Suit is an honorably retired veteran of the U.S. Armed Forces having served a combined 27 years, six as a Marine, and 21 as a member of the Navy's Special Warfare Sea, Air, Land (SEAL) teams. Upon retiring from active duty he continued his service as a civilian in the Naval Intelligence community for an additional 10 years. He initially served as a senior analyst, and culminated his career as the Executive Director of the Kennedy Irregular Warfare Center at the Office of Naval Intelligence (ONI). Mr. Suit is a 2003 graduate of the National Intelligence University (formerly the Joint Military Intelligence College) having earned his Master of Science Degree in Strategic Intelligence. His preceding education includes a BS in Workforce Education, Training, and Development. He is a graduate of the Federal Executive Institute's Leadership for a Democratic Society (LDS) program, and the Naval Post Graduate School's Navy Senior Leader Seminar program. Mr. Suit is a recipient of the Navy's superior civilian service award, and while serving actively was the recipient of the Navy's Peter Tomich award for distinguished leadership.



RESOURCES

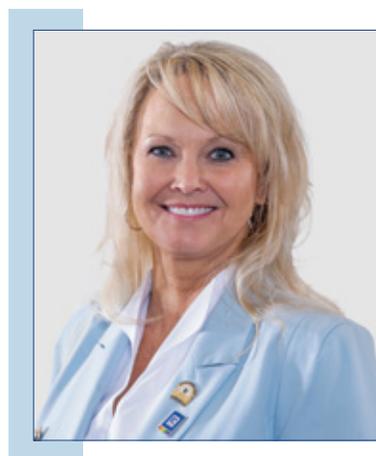
2023 NAR LEADERSHIP

NAR's Leadership Team guides the association's strategic direction and policymaking in such areas as legislation, professional standards, and business services.

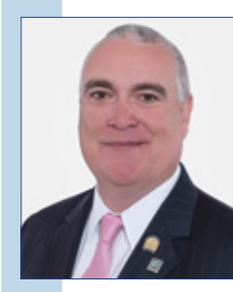
Please scan the QR code to read complete bios and publications featuring our current Leadership Team. Following the installation of the 2023 Leadership Team at NAR NXT, The REALTOR® Experience in Orlando, FL, the webpage will be updated accordingly.



KENNY PARCELL
2023 President
Spanish Fork, UT
Kenny@kennyparcell.com



TRACY KASPER
2023 President-elect
Caldwell, ID
Tracy@justimagineidaho.com



KEVIN SEARS
2023 First Vice President
Springfield, MA
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GREG HRABCAK
2023 Treasurer
Westerville, OH
greg.hrabcak@herrealtors.com



LESLIE ROUDA SMITH
2023 Immediate Past President
Plano, TX
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PETE KOPF
2023 VP of Advocacy
Cincinnati, OH
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MARGO WHEELER
2023 VP of Association Affairs
Tacoma, WA
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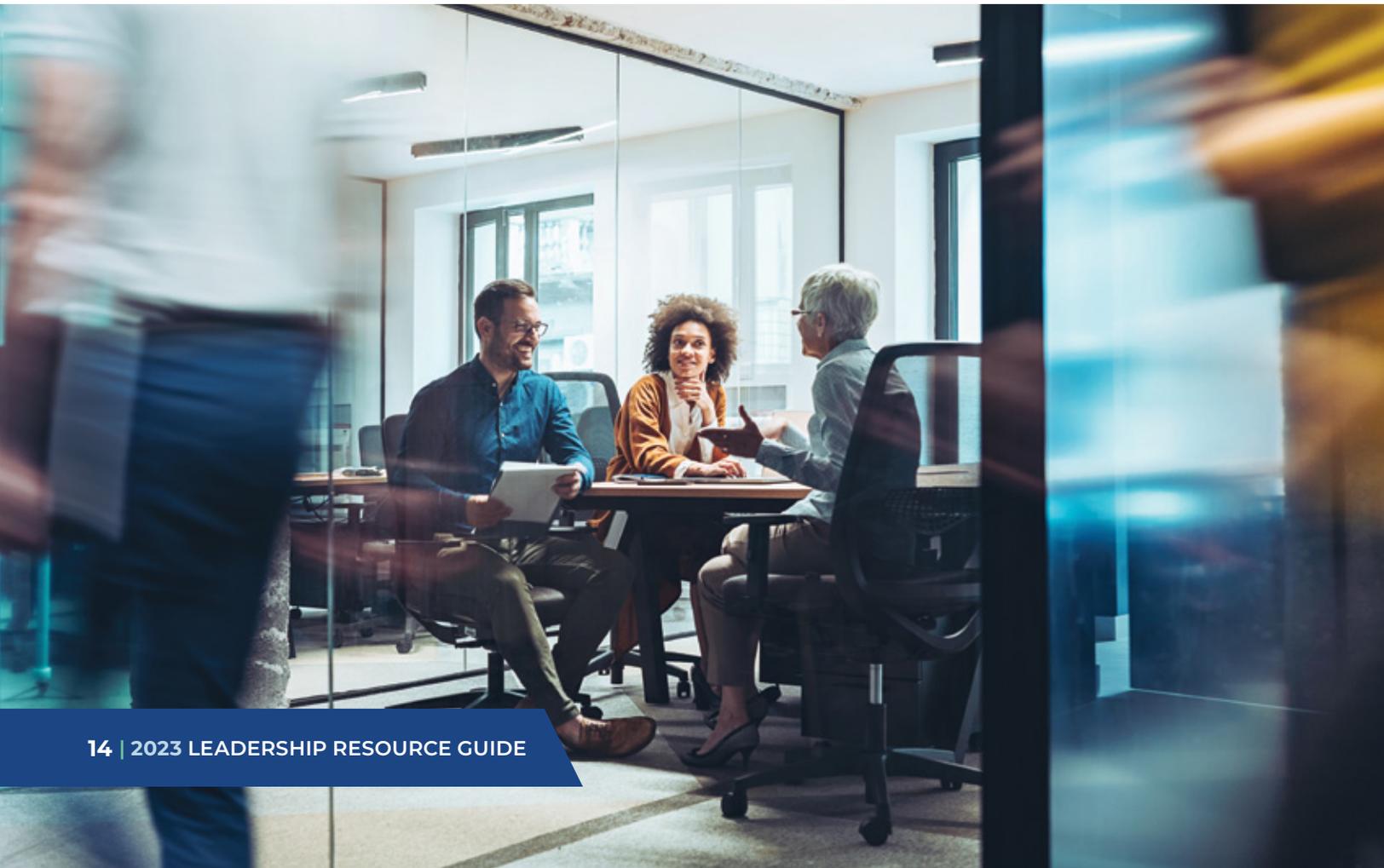
BOB GOLDBERG
2023 Chief Executive Officer
Chicago, IL
bgoldberg@nar.realtor

OFFICER MEETING REQUEST

To request an NAR officer's attendance at your state or regional meeting, please scan the QR code for complete instructions and planning guidelines.

To ensure that both the NAR Officers and senior management staff are able to attend as many state and regional meetings as possible, only one Officer and/or Senior Vice President will be scheduled to attend any state meeting; up to two Officers and/or Senior Vice Presidents will be scheduled to attend regional meetings.

Comments or questions regarding a request should be directed to the Officers' Scheduler at scheduler@nar.realtor.

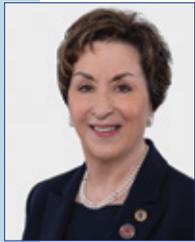


2023 REGIONAL VICE PRESIDENTS



Regional Vice Presidents oversee the work of the association and serve as NAR spokespersons; attend their region's conferences; and chair the regional caucuses held at NAR's two annual meetings.

Following the installation of the 2023 Leadership Team at NAR NXT, The REALTOR® Experience in Orlando, FL, the webpage found in the QR code will be updated accordingly.



JOANNE BREEN
Region 1
(Connecticut, Massachusetts,
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Rhode Island, Vermont)
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AMY HEDGECOCK
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ILENE HOROWITZ
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ERIC SAIN
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Mississippi, Virgin Islands,
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GAIL RENULFI
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GARY REGGISH
Region 6
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ED NEAVES
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KEVIN SIGSTAD
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PATTY ZUZEK
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CONNIE FOGLE
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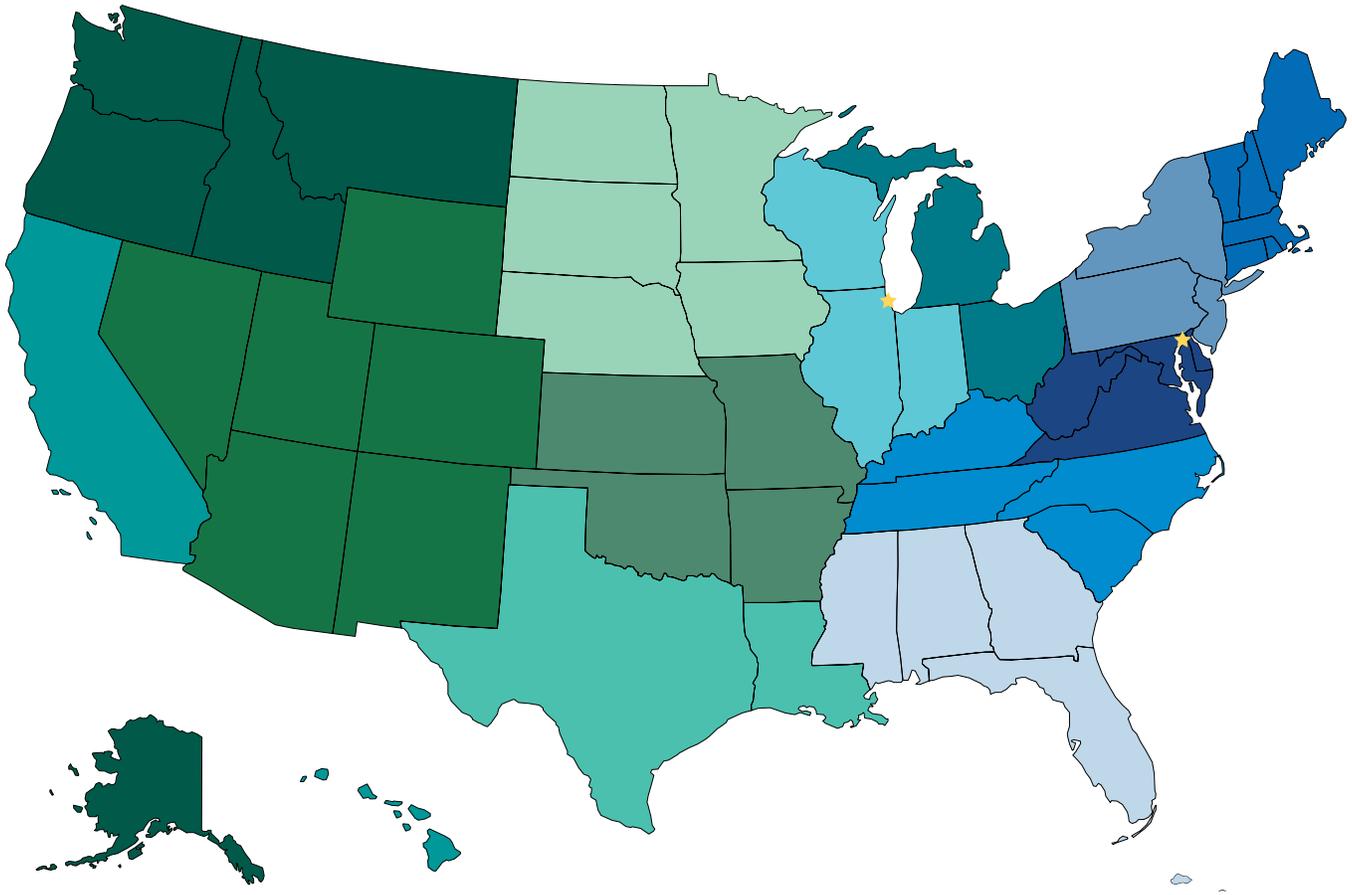


SHANNON L. KING
Region 13
(California, Hawaii, Guam)
Kailua, HI
shannon@shannonwking.com



CINDI BULLA
Region 10
(Louisiana, Texas)
Amarillo, TX
cindibulla@gmail.com

REGIONAL MAP



Region 1
Connecticut, Massachusetts,
Maine, New Hampshire,
Rhode Island, Vermont

Region 2
New Jersey, New York,
Pennsylvania

Region 3
Delaware, District of Columbia,
Maryland, Virginia, West
Virginia

Region 4
Kentucky, North Carolina,
South Carolina, Tennessee

Region 5
Alabama, Florida, Georgia,
Mississippi, Virgin Islands,
Puerto Rico

Region 6
Michigan, Ohio

Region 7
Illinois, Indiana, Wisconsin

Region 8
Iowa, Minnesota, Nebraska,
North Dakota, South Dakota

Region 9
Arkansas, Kansas,
Missouri, Oklahoma

Region 10
Louisiana, Texas

Region 11
Arizona, Colorado, Nevada,
New Mexico, Utah, Wyoming

Region 12
Alaska, Idaho, Montana,
Oregon, Washington

Region 13
California, Hawaii, Guam

VP TEAM REGION ASSIGNMENTS & EXECUTIVE OUTREACH PROGRAM

NAR VP teams will serve as direct points of contact for the staff and leadership of the local, state, and MLS entities within each of the 13 regions. In coordination with the NAR Regional Vice Presidents, NAR senior management will regularly connect with these stakeholders in each region.

Executive Outreach Program

The Executive Outreach Program is designed to strengthen relationships and ensure a greater understanding and support for key issues facing the REALTOR® family. If you have a question, need clarification on an issue, or would like someone from NAR to attend one of your membership or staff meetings, just ask!

Please scan the QR code to request an outreach visit or review a map of region assignments.



REGION 1 (CT, MA, ME, NH, RI, VT)

Jessica Lautz

VP, Demographics and Behavioral Insights

jlautz@nar.realtor

Mark Birschbach

SVP, Strategic Business Innovation

mbirschbach@nar.realtor

REGION 2 (NJ, NY, PA)

John Pierpoint

SVP, Chief Financial and Internal Operations Office

jpierpoint@nar.realtor

Jennifer Rzeszewski

VP and Executive Director, Center for Specialized REALTOR® Education (CSRE)

jrzeszewski@nar.realtor

Bryan Greene

VP, Policy Advocacy

bgreene@nar.realtor

REGION 3 (DE, DC, MD, VA, WV)

Victoria Gillespie

Chief Marketing and Communications Officer,
Marketing, Communications and Events

vgillespie@nar.realtor

Joe Harris

VP, Government Advocacy

jharris@nar.realtor

REGION 4 (KY, NC, SC, TN)

Donna Gland

SVP, Talent Development and Resources

dgland@nar.realtor

Helen Devlin

VP, Strategy and Advocacy Operations

hdevlin@nar.realtor

REGION 5 (AL, FL, GA, MS, VI, PR)

Rhonny Barragan

VP, Strategic Alliances

rbarragan@nar.realtor

Colleen Doyle

VP, RIN and Strategic Initiatives

cdoyle@nar.realtor

Faisal Ghauri

VP, Information Technology

fgauri@nar.realtor

REGION 6 (MI, OH)

Andréa Moore

VP, Diversity, Inclusion and
Talent Opportunity

Amoore@nar.realtor

Kate Lawton

VP, Member Experience

klawton@nar.realtor

REGION 7 (IL, IN, WI)

Katie Johnson

SVP, General Counsel and
Chief Member Experience Officer

kjohnson@nar.realtor

Karen Paschal

VP, Taxation, Financial
Compliance, & Disbursements

kpaschal@nar.realtor

Gayle Bobo

VP, Asset Management
and Financial Planning

Gbobo@nar.realtor

REGION 8 (IA, MN, NE, ND, SD)

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VP, Meetings and Events, Convention

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Mantill Williams

VP, Public Relations and
Communication Strategy, Marketing,
Communications and Events

Mwilliams@nar.realtor

REGION 9 (AR, KS, MO, OK)

Lawrence Yun

SVP, Research and
Chief Economist

lyun@nar.realtor

Lesley Muchow

VP, Deputy General Counsel
& Legal Affairs

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REGION 10 (LA, TX)

Roland Varesko

VP of Digital Strategy

rvaresko@nar.realtor

Shannon McGahn

Chief Advocacy Officer,
Advocacy Group

Smcgahn@nar.realtor

REGION 11 (AZ, CO, NV, NM, UT, WY)

Tyler Thompson

VP, Second Century Ventures
and Reach, Strategic Business,
Innovation & Technology

tthompson@nar.realtor

Susan Welter

VP, Creative and Content Strategy

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REGION 12 (AK, ID, MT, OR, WA)

Beth Brittingham

VP, Leadership Resources

bbrittingham@nar.realtor

Marc Gould, RCE

SVP, Member Development

mgould@nar.realtor

Alex Lange

VP, Strategy and Innovation, Strategic
Business, Innovation & Technology

alange@nar.realtor

REGION 13 (CA, HI, GUAM)

Charlie Dawson

VP, Engagement, Member Experience

Cdawson@nar.realtor

Dave Garland

VP, SBIT & Director, SCV

dgarland@nar.realtor

Jon Waclawski

VP, Political Advocacy

jwacławski@nar.realtor

2023 COMMITTEE LIAISONS & REALTOR® PARTY DIRECTOR



Committee Liaisons serve as a conduit for communication between the Leadership Team and their assigned committees; help committees operate effectively; and help identify future committee leaders.

Following the installation of the 2023 Leadership Team at NAR NXT, The REALTOR® Experience in Orlando, FL, the webpage found in the QR code will be updated accordingly.



ANDREA MCKEY
Association
Leadership Liaison
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BARRY GROOMS
Law & Policy Liaison
Bradenton, FL
barry@barrygrooms.com



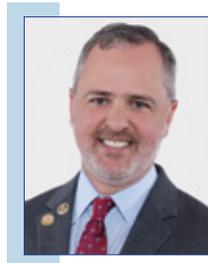
GREG MARTIN
Commercial & Industry
Specialties Liaison
Elko, NV
gregsellsnv@gmail.com



WILLIAM LUBLIN
MLS Data &
Management Liaison
Philadelphia, PA
bill.lublin@c2lag.com



CLAIRE KILLEN
Global Real Estate Liaison
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JOEY TUCKER
Member Services Liaison
Athens, GA
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MICHAEL ODENETTEL
Member Engagement Liaison
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MICHELLE WALKER
REALTOR® Party
Community Engagement
Liaison
St. Peters, MO
michelle@stlbuyandsell.com



ANDREW MAHOWALD
Public & Federal
Issues Liaison
Watertown, SD
andy@watertownsdrealestate.com



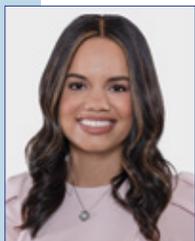
DAVID KENT
REALTOR® Party
Disbursement Liaison
Mt. Pleasant, SC
david@buyersagent.net



SARA GERRISH
Housing Issues Liaison
San Antonio, TX
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KRISTY HAIRSTON
REALTOR® Party
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KYMBER LOVETT-MENKITI
Broker Relations Liaison
Washington, DC
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KURT THOMPSON
REALTOR® Party Member
Involvement Liaison
Templeton, MA
kurt@kurtthompson.com



COLIN MULLANE
REALTOR® Party Director
Ashland, OR
colinm@fullcirclereale.com

COMMITTEE CHAIRS **& VICE CHAIRS**

Each year, the incoming president-elect appoints vice chairs for all of NAR's committees, forums, and advisory boards. Chairs and vice chairs take their positions December 1, with one exception: The AEC-AE Institute Advisory Board chair and vice chair start their terms April 1 each year.

For a complete list of Chairs & Vice Chairs, please scan the QR code.



COMMITTEE LEADERSHIP RESOURCES



There is a tremendous amount of work that goes on behind the scenes, among several governing bodies, to ensure that our organization functions efficiently and effectively. To help you feel as prepared as possible for your leadership year, an overview of these governing bodies and oversight diagrams are provided below. Complete governance resources and additional leadership documents can be found by scanning the QR code.

NAR's Governing Bodies

The National Association's governing bodies are comprised of elected and appointed members serving in leadership positions. NAR's Governing Bodies include:

[Leadership Team](#). The Leadership Team manages the businesses of the Association and provides direction and leadership to our members. They also have the authority to act on behalf of the NAR Board of Directors between its two annual meetings.

[Executive Committee](#). The Executive Committee has the authority to consider motions brought forth by the NAR committees and recommend to the Board of Directors approval, defeat, referral or an amendment to committee motions.

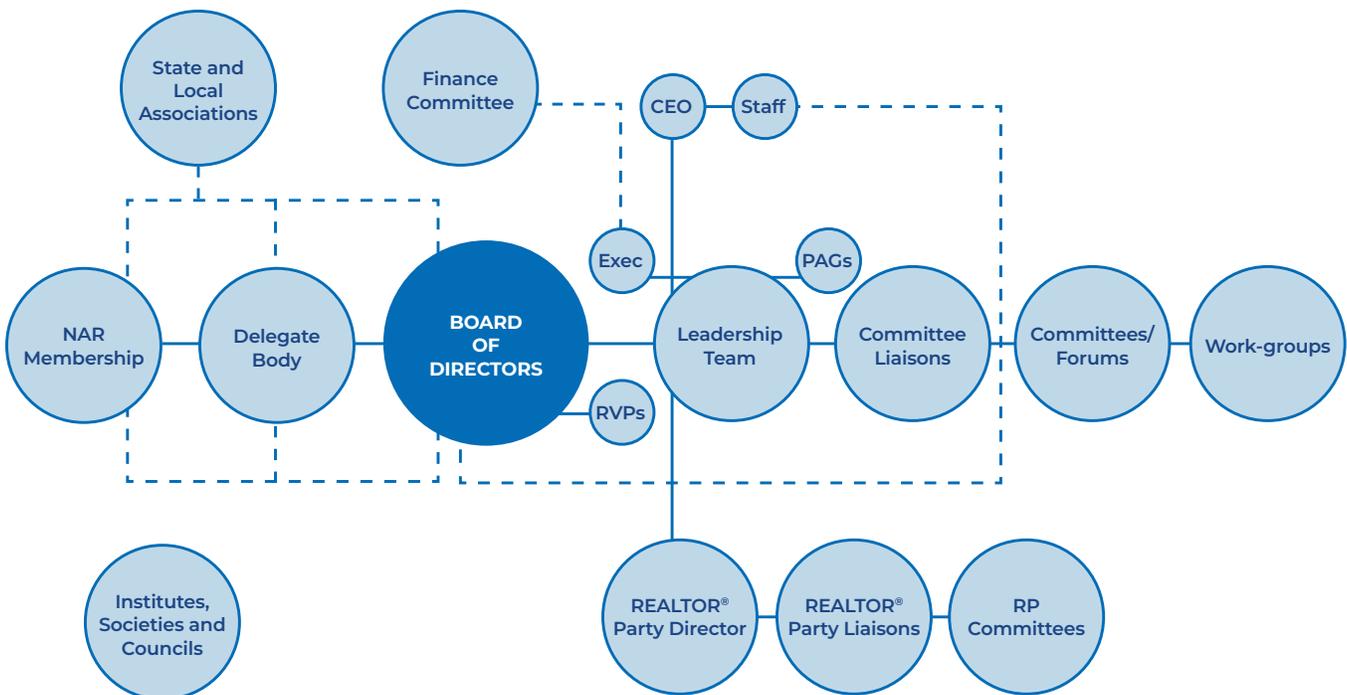
[Board of Directors](#). Directors have the authority to approve new or requests for revisions to NAR policies, programs, products or services, the strategic plan, financial expenditures, and membership dues. The Directors approve amendments to NAR bylaws, and recommend to the Delegate Body amendments to the NAR Constitution and Code of Ethics.

[Delegate Body](#). The Delegate Body meets once a year at the REALTORS® Conference. The Delegate Body is composed of the presidents of 1,130 member boards and they have the authority to approve proposed amendments to the NAR Constitution and Code of Ethics.

[Committees](#). The Committee structure is comprised of Committees, Advisory Boards, Advisory Groups, Forums and Councils, overseeing public policy issues, advocacy efforts, diversity engagement, association management, and many more.

Elected & Appointed Leadership

- **Leadership Team.** The Leadership Team consists of 8 elected and appointed members, composed of the President, President-Elect, First Vice President, Treasurer, Immediate Past President, Vice Presidents of Advocacy and Association Affairs (appointed by the President) and CEO (non-voting)
- **Regional Vice Presidents.** RVPs serve as spokespersons for the National Association in his/her respective region. Regions are comprised of 54 states and territories which are broken down into 13 geographic areas (please see page 23 for the map of geographic areas)
- **Committee Liaisons.** Liaisons are appointed each year by the President to assist in facilitating committee issues and activities. The Liaisons facilitate communication amongst the committee chairs, vice chairs, committee members; monitor committee goals; ensure that major strategies are in place to achieve goals; and assist in identifying and developing effective committee leadership
- **Committee Chairs and Vice Chairs.** Vice Chairs are appointed each year by the incoming President-Elect. They will automatically rise to the position of Chair, pending confirmation by the incoming President. The Chairs and Vice Chairs set goals for their committee/advisory board/council/forum each year in order to further the overall strategic goals of the association.



NAR GRANTS & FUNDING

NAR funds the betterment of the real estate industry through assistance provided by the following grants and funding programs.

Each program has its own allotment, requirements, and application process. Please scan the QR code for complete details on all available grants and programs.



Available Grants and Funding Programs

RPAC Fundraising Grants: The RPAC Fundraising Grant assists state and local associations in hosting fundraising events and activities designed to increase RPAC fundraising receipts and RPAC participation.

Questions? Contact rpacpartnership@nar.realtor

Consumer Advocacy Grants: The Consumer Advocacy grant allows local and state associations to create consumer advocacy activities in their communities that advance wise public policies that strengthen the real estate market, promote property ownership, and build strong communities leading to a healthy economy.

Questions? Contact Erin Murphy emurphy@nar.realtor

Smart Growth Grants: Smart Growth Grants support state and local REALTOR® Associations' efforts to advance programs, policies and initiatives aligned with one or more of the [10 Smart Growth Principles](#).

Questions? Contact Hugh Morris hmorris@nar.realtor or SmartGrowthGrants@nar.realtor

State and Local Growth Polling State and local REALTOR® Associations can leverage NAR's public opinion firm to perform a survey on the opinions of residents concerning growth. The surveys, generally of 400 registered voters living in the defined area, can be used as a powerful tool to focus the opinions of your community for local and state government officials.

Questions? Contact Hugh Morris hmorris@nar.realtor

Customized State Smart Growth Legislation Assists state REALTOR® associations in taking the lead in writing and introducing legislation to help better address the challenges of growth and improve local communities. NAR will offer the services of respected land-use consultant, Robinson & Cole, to draft state legislation on Smart Growth issues (i.e., new zoning enabling legislation, requirements for local planning, changes in subdivision law, open space protection).

Questions? Contact Christine Windle cwindle@nar.realtor

Placemaking Grants: Placemaking means many things to different people, but NAR looks at placemaking to make communities better places to live by transforming unused and underused sites into welcoming destinations accessible to everyone in the community. NAR's placemaking program provides technical and financial assistance to help REALTOR® Associations, and their members, become engaged in placemaking in their communities.

Questions? Contact Catherine Mesick cmesick@nar.realtor or PlacemakingGrants@nar.realtor

Housing Opportunity Grants: Housing Opportunity Grants support state and local REALTOR® Association activities that create or improve systems, programs, and policies that expand access to housing that is affordable. The goal of the program is to position REALTORS® as leaders in improving their communities by creating affordable housing opportunities.

Questions? Contact Christine Windle cwindle@nar.realtor or HousingOpportunityGrants@nar.realtor

Fair Housing Grants: Fair Housing grants support state and local REALTOR® Association activities that create or improve systems, programs, and policies that uphold fair housing laws and strengthen REALTORS® commitment to offering equal professional service to all.

Questions? Contact Catherine Mesick cmesick@nar.realtor or FairHousingGrants@nar.realtor

Land Use Initiative Upon request, state and local REALTOR® associations receive a comprehensive analysis of proposed land use-related measures—comprehensive plans, zoning ordinances, legislation or regulations—to help take action that best supports the real estate industry.

Questions? Contact Christine Windle cwindle@nar.realtor

Transforming Neighborhoods In collaboration with The Counselors of Real Estate® (CRE) Consulting Corps, state and local REALTOR® associations can apply to receive analysis, plans and actionable recommendations to solve today's top-of-mind real estate issues including declining housing stock and affordability, natural disasters and commercial disinvestment.

Questions? Contact Christine Windle cwindle@nar.realtor

Diversity and Inclusion Grants: The Diversity Program provides funding to state and local REALTOR® Associations to enhance the inclusion of diversity in their leadership and collaborate with local chapters of national multicultural real estate organizations. The Diversity and Inclusion Grants can support state and local association activities in several key target areas. Diversity and Inclusion Grants may be used for online and virtual activities. See below for details. All applications must be authorized by the Association's executive.

Questions? Contact Ryan Davis rdavis@nar.realtor and Ashley Labanics alabanics@nar.realtor

Issues Mobilization Grant: The Issues Mobilization Grant provides financial assistance to state and local REALTOR® Associations to support effective advocacy campaigns on public policy issues. Issues Mobilization Grants may not be applied for, nor may any portion of an awarded grant be used for, any activities related directly or indirectly to candidate elections*or legal action, or for any campaign activities that have been completed.

Questions? Contact Joe Maheady jmaheady@nar.realtor

Rural Outreach Grant: The Rural Outreach Grant addresses the challenges impacting real estate that confront rural communities. The grant will fund state and local REALTOR® association advocacy and education initiatives related to issues such as broadband, rural zoning and land use.

Questions? Contact Christine Windle cwindle@nar.realtor

Commercial Innovation Grants: The Commercial Innovation Grant Program provides “kickstarter” funds to help associations create new commercial services.

Questions? Contact CommercialInnovationGrant@nar.realtor

Broker Engagement Grant: The Broker Engagement Grant allows local and state associations to create Broker activities which align with the Broker Engagement Committee's and Broker Engagement Council's purpose: increase broker engagement, representation and feedback regarding NAR's programs, services and strategic priorities. State and local associations may apply for a grant of up to \$5,000 for broker engagement purposes annually.

Questions? Contact Penelope Evans pevans@nar.realtor

Safety Program Reimbursement Grant: The goal of the NAR Safety Program Reimbursement Grant is to provide funding assistance to state and local REALTOR® Associations to help implement a Safety Program or feature for their members, and to encourage ongoing awareness of REALTOR® Safety. A Safety Grant must be used to fund projects that will keep safety awareness top of mind for REALTORS® and Association staff.

Questions? Contact Bernelly Gamboa bgamboa@nar.realtor

Legal Action Program: NAR's Legal Action Committee provides financial assistance to support litigation of significance to the Association, including matters relevant to the practice of real estate, the operation of real estate associations, ownership and use of real estate, and private property rights. Financial support provided by NAR to litigants must be used exclusively to pay the legal fees, costs, and expenses incurred in connection with the litigation for which assistance is requested and provided.

Questions? Contact LegalAction@nar.realtor

MAXIMIZE YOUR MEMBERSHIP BENEFITS

NAR's core purpose is to help its members become more profitable and successful. Whether you're a new agent or an experienced broker, you have access to a wide array of resources designed to help you succeed in today's market.

Please scan the QR code to access the NAR Membership Guide, learn about Featured Programs, and explore the power of your REALTOR® membership.



GET EMPOWERED

Resources and campaigns to help the public understand the value of working with a REALTOR®.



GET SUPPORTED

NAR advocates every day for federal, state and local policy initiatives that protect REALTORS® and the public.



GET AHEAD

Expand your knowledge and explore new interests with publications, research reports, advanced training and specialties.

Library & Archives

Did you know that the National Association of REALTORS® Library & Archives offers a variety of research services and thousands of print and digital resources? Scan the QR code to check them out!



GET NOTICED

Be known as your community's expert with marketing/technology solutions including professional property reports and content for social media marketing.



GET SAVINGS

Your membership pays for itself with savings and special offers in personal insurance, technology, marketing resources, shipping, car rentals, and many more.



GET CONNECTED

NAR builds innovation in the industry by investing in companies transforming real estate, and offers opportunities for REALTORS® to meet and share ideas.



GET INVOLVED

Caring for communities and advancing the industry are key parts of the REALTOR® mission.

REALTOR® PARTY RESOURCES

The REALTOR® Party is a powerful alliance of REALTORS® and REALTOR® Associations working to advance public policies and candidates that build strong communities, protect property interests, and promote a vibrant business environment.

A driving force in economic development, affordability, fair housing, and innovative community design, the REALTOR® Party is solely focused on issues that matter to existing and future homeowners, and to the real estate industry. The collaboration between residential and commercial members; affiliated institutes, societies, and councils; multicultural real estate groups; and industry partners strengthen our resolve.

REALTOR® Party Resource Guide

Please scan the QR code to access the REALTOR® Party Resource Guide. This guide offers a comprehensive, easy-to-search view of more than 80 programs, grants, resources, tools, and technical assistance readily available for you to create and sustain successful advocacy programs.

Questions? Christine Windle cwindle@nar.realtor



REALTOR® Party & RPAC Speaker Request Form

REALTOR® Party Leaders are available to speak at your REALTOR® Association events, on a variety of topics. Speaking engagement opportunities are available for both in-person and virtual events. Please note: only one REALTOR® Party Leader will be approved per event.

Access the REALTOR® Party & RPAC Speaker Request Form by scanning the QR code.



Invest in the REALTORS® Political Action Committee

The REALTORS® Political Action Committee and other political fundraising are the keys to protecting and promoting the real estate industry. Take advantage of these programs, grants, promotional materials, and fundraising tools to create a culture of RPAC engagement your REALTOR® Association.

There are many ways to invest in RPAC! Please scan the QR code to access complete details on the following programs & grant opportunities:



RPAC FUNDRAISING GRANTS

The RPAC Fundraising Grant assists state and local associations in hosting fundraising events and activities designed to increase RPAC fundraising receipts and RPAC participation.

RPAC ONLINE FUNDRAISING PROGRAM

NAR assists state and local associations in RPAC online fundraising efforts by providing tools such as email campaigns, phone banks and webforms to implement successful online campaigns.

PHONE-A-FRIEND FOR RPAC

Leverage the power of member-to-member outreach and host a phone bank event to educate non-investing members about RPAC.

CORPORATE ALLY PROGRAM

The Corporate Ally Program (CAP) is a powerful partnership between the National Association of REALTORS® and corporate allies aimed at protecting, promoting and strengthening the real estate industry.

MAJOR INVESTOR EVENT FUNDRAISING

The Major Investor Event-Based Fundraising Program helps associations educate REALTORS® on the importance of investing in RPAC and to recruit new and step-up RPAC Major Investors.

President's Circle

The President's Circle is a group of REALTORS® who contribute directly to REALTOR®-friendly candidates at the federal level. Political Action Committees, like RPAC, can only legally contribute \$10,000 per election cycle to a congressional candidate. The President's Circle Program supports REALTOR® Champions—members Congress who have made significant achievements in advancing the REALTOR® public policy agenda. The President's Circle Program allows REALTORS® to contribute beyond RPAC dollars and increase the strength of the REALTOR® voice on Capitol Hill.



President's Circle Recognition and Benefits

President's Circle members must be [RPAC Major Investors](#), and will receive the benefits for their chosen major investor level. They also will receive an invitation to attend the President's Circle Conference the year following their first year in the program. A long-standing tradition of the President's Circle program is the preeminent President's Circle Conference, which provides an opportunity to network with NAR's top political investors and to engage with cutting edge speakers.

Joining President's Circle

- You must be an RPAC Major Investor to join
- Contact an RPAC representative to register
- All contributions must be complete by September 30 each year
- Access complete details via the QR code!

NAR'S FEDERAL ADVOCACY AGENDA

As the largest professional trade association in the United States, NAR advocates for policies that promote and protect a dynamic U.S. real estate market and fosters homeownership and investment opportunities for qualified purchasers of real property. **In the 117th Congress, NAR will focus on improving access to homeownership, enabling a quick recovery after the COVID-19 pandemic, ensuring fair housing for all and building strong and resilient communities and businesses.**

Please scan the QR code to access the 2022 Advocacy Agenda.



EDUCATION: GAIN A COMPETITIVE ADVANTAGE



NAR and its affiliated Institutes, Societies, and Councils offer a wide selection of real estate training options. Please scan the QR code to view all courses and educational resources.

Build on your experience and explore a variety of offerings, which include:

Online Courses Learn at your own pace and on your own schedule.

Virtual Courses Take live, virtual instructor-led online courses.

Continuing Education Requirements Participate in required continuing education (CE) to maintain real estate licenses, set forth in state laws and administered by state real estate commissions.

Designations & Certifications Acknowledge experience and expertise in various real estate sectors upon completion of required courses.

REALTORS® Commitment to Excellence C2EX develops and enhances competencies that indicate a REALTOR®'s commitment to ethics, advocacy, technology, data privacy, and customer service.

REALTOR® L.E.A.D Courses Four exciting new courses equip participants with the concepts, knowledge, and practices needed for effective association leadership.

REALTOR® Association Management Self-Study Courses Resources to help association executives increase their knowledge of REALTOR® association management.

Center for REALTOR® Development Podcast Focusing on education in the real estate industry and discussing sources of industry knowledge, including NAR education and credential programs.

NAR Academy at Columbia College NAR members receive financial assistance when they enroll in certificate, associate, bachelor's, and master's degree programs.

CENTER FOR REALTOR® FINANCIAL WELLNESS



The Center for REALTOR® Financial Wellness is a resource designed exclusively to meet the specific financial planning needs of REALTORS. This comprehensive program includes education materials and resources for wealth building, business planning, and investing in real estate.

Log on to FinancialWellness.realtor to assess your current financial profile, receive personalized financial planning goals, practice financial planning decisions in a risk-free way, and explore a robust library of budgeting, retiring, and real estate investing resources.

This complimentary program has something to offer all NAR members and REALTOR® Association staff — no matter their level of professional expertise or stage of financial planning. Log on to FinancialWellness.realtor to begin your financial journey today!

NAR EVENT CALENDAR & INFORMATION



Network with other professionals, attend a seminar, and keep up with industry trends through events hosted by NAR. Live Virtual Events and Webinars continue to be offered for members, often at a discounted rate.

Scan the QR code to explore a comprehensive list of NAR meetings for upcoming calendar years, and view select videos and sessions from recent NAR events.

UPCOMING NAR EVENTS

2022

C5 Summit

August 15 – 17
New York, NY

iOi Summit

September 28 – 29
Los Angeles, CA

NAR NXT, The REALTOR® Experience

November 11 – 13
Orlando, FL

REALTOR® Party Training Conference

November 29 – December 1
Philadelphia, PA

2023

RPAC President's Circle

March 1 – 4
Cancun, Mexico

Association Executives Institute

March 17 – 20
Seattle, WA

REALTORS® Legislative Meetings

May 6 – 11
Washington, DC

Leadership Summit

August 14 – 15
Chicago, IL

NAR NXT, The REALTOR® Experience

November 14 – 16
Las Vegas, NV

**Did you know that NAR keeps a
digital library of event photos?**

Flip through images from NAR
meetings & events here!



NAR+PHOTOFY APP OVERVIEW

Boost your brand and increase engagement with personalized, ready-to-share social templates from NAR + Photofy that you can post across your social media platforms.

Use the Photofy App to:

- Personalize ready-to-share content from the “That’s Who We R” consumer ad campaign, certifications & designations, holidays, and more
- Easily schedule posts
- Maximize your marketing mix and member value

State and local associations, and NAR affiliates, can also use Photofy to distribute their own branded graphics to members.

How to Signup, Download, and Use the App

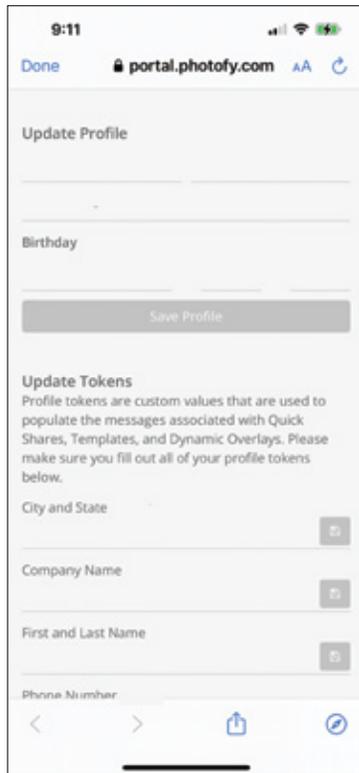
1. Signup at Photofy.com/NAR

- a. Signup with your name, contact information, and Member ID.
- b. You will receive an email to download the Photofy app.
- c. If you don’t receive an email you can go to the App store on iTunes or Google Play and download it there.
- d. Helpful tutorial videos: vimeo.com/showcase/nar-photofypro



2. Open the App and Make Sure Your Profile is Set Up First

- a. Sign in using the same email address and password you created already.
- b. In the top-left corner, you’ll see a “burger” menu. Tap on it to reveal options.
- c. Select “Settings” and then “Manage Profile”.
- d. Under the “Update Tokens” section, enter your contact information. This information will be used to pre-fill the templates. You can always edit the pre-filled text prior to sharing.



STEP 2



STEP 3

3. Home Screen

The home screen has several buttons that take you to their respective sections: Photo Templates, Quick Share, and Scheduler (on iOS devices).

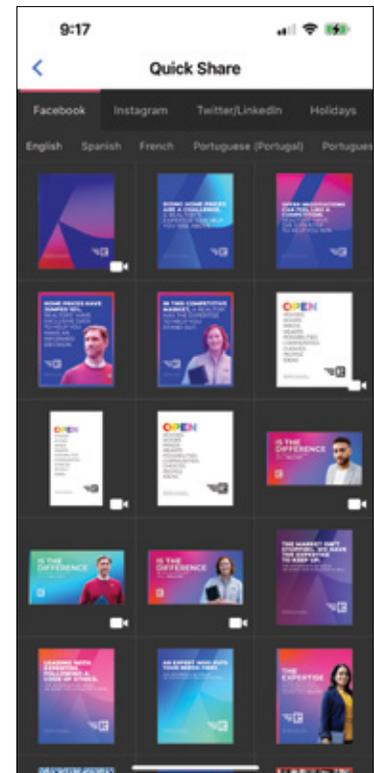
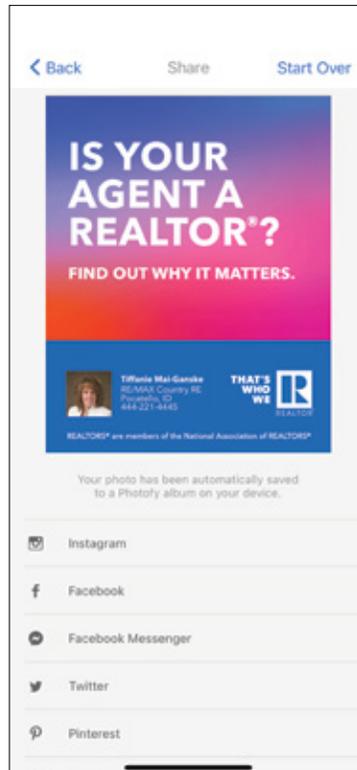
4. Photo Templates

- a. This section contains templates that you can personalize with your photo or logo and contact information, depending on which template you choose from the category tabs at the top. You can use any of the graphics on any social media platform, but you may need to adjust their size within the social media app when you preview the post.
- b. For the templates that allow text customization, your profile information will be pre-filled from your profile, which you can edit prior to sharing.
- c. For Photo templates, tap on “Tap to Add Photo” and choose one from your device’s photo gallery or connect to Dropbox or Google Drive.

...continued on PG41



STEP 4



STEP 5

- d. For Logo templates, top on “logo+” and choose a logo, preferably a transparent PNG file.
- e. You can reposition the photo by dragging it.
- f. Tap on the text boxes to edit them as you like.
- g. Tap Apply.
- h. When finished, tap Done.
- i. You can now select a social media account or another share option where it will be loaded within your selected social media app (Facebook, Instagram, LinkedIn, Twitter, or Pinterest). If desired, you can resize it by pinching in/out to make sure none of the image gets cut off before you post it. For example: a rectangular image on Instagram.

5. Quick Share

This section contains galleries of videos and graphics that you can post on your social media accounts. They are not customizable.

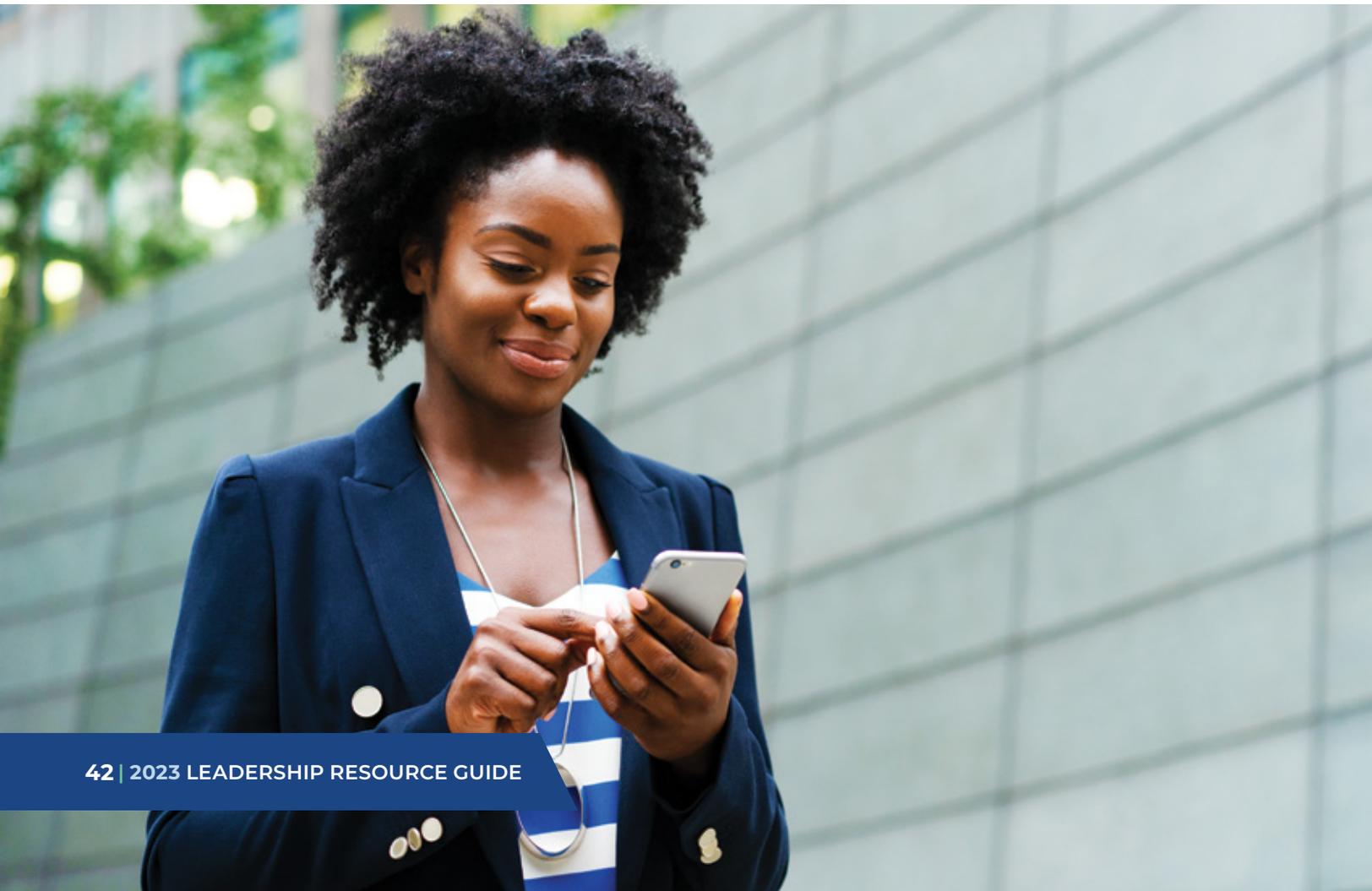
6. Scheduler

This section lets you schedule posts. You will get a notification at the date and time you set up and it will show you a preview, asking you to confirm if you want to post it.

7. Menu

The app's menu can be accessed via the “burger” icon in the upper left-hand corner, which when tapped will show several options.

- a. Projects — you can ignore this section.
- b. Scheduler — takes you to the Scheduler screen.
- c. Settings
 - Manage Profile
 - Under the “Update Tokens” section, you can enter your contact information which will be used to pre-fill the templates. You can always edit the pre-filled text prior to sharing.
- d. Support — use this if you are having any issues with the app



Team up with C2EX today!

More than 100,000 REALTORS® are committed to conducting business at the highest professional level.

Did You Know...

Earning a C2EX Endorsement serves as an equivalency option for NAR's Code of Ethics training requirement. After three years, a C2EX Endorsement runs its cycle and REALTORS® are asked to renew their commitment by refreshing their skills and knowledge or [C2EX.realtor](https://www.nar.realtor/c2ex/renew).

Empower REALTORS® to grow. Learn more about the renewal process today!

[Nar.realtor/c2ex/renew](https://www.nar.realtor/c2ex/renew)





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