

The National Association of Realtors , “The Voice for Real Estate,” is America’s largest trade association, representing more than 1.3 million members involved in all aspects of the residential and commercial real estate industries.

Remarks by Dick Gaylord  
2008 NAR President  
Steubenville Area Board of Realtors  
District 7 Mini Convention  
Steubenville, OH  
June 20, 2008

### **Introduction**

Good evening, and thank you, Rick, for that wonderful introduction.

Someone once said, “A man travels the world over in search of what he needs, and returns home to find it.”

As NAR President, I have had the opportunity to travel to many states and cities, and even to other parts of the world. And, while I have lived in Southern California for many years now, I can tell you from the bottom of my heart that Steubenville, Ohio, has always been – and will always be my “home.”

Everything I ever needed I have found right here. And, sometimes, when I wasn’t looking, Steubenville found me...

### **My Brothers**

When I needed someone to share my life experiences – I found Father Cavanaugh. He was my fraternity brother and has always been a “little” brother to me. It is truly a blessing to spend this evening with him.

I had another brother in Steubenville, but I didn’t know it until much later, when he actually found me in Florida.

The National Association of Realtors , “The Voice for Real Estate,” is America’s largest trade association, representing more than 1.3 million members involved in all aspects of the residential and commercial real estate industries.

Chuck Bonfiglio, President of the Florida Association of Realtors was asked by a colleague where he was from. When he mentioned Steubenville, the person told him that the incoming NAR President was from Steubenville. So, the next time I went to Florida, Chuck asked me where I was from and we began chatting.

It turns out that Chuck’s father also worked in the steel mills. We went to the same elementary school – St. Anthony’s – and the same high school – Catholic Central – just one year apart. We also were local board presidents just one year apart.

Chuck is here with us tonight, and although we didn’t know each other growing up, he truly is my brother. Thank you, Chuck, for your support and friendship.

### **Unconditional Support**

Chuck is not the only person from Steubenville who has provided unconditional support for me in the Realtor organization.

In fact, when I first traveled to Ohio for a Realtor convention, I kept an eye out for someone from Steubenville. It probably won’t surprise you to hear that the very first person I found was JoAnn McLain.

I know Joanne has been with you for more than 30 years. She is an outstanding woman. Tonight, I want to honor her service and dedication with a very special gift – a commemorative NAR Centennial pin.

Joanne, would you please come up and receive this gift on behalf of NAR and all Realtors?

***[Give pin to JoAnn.]***

**The National Association of Realtors , “The Voice for Real Estate,” is America’s largest trade association, representing more than 1.3 million members involved in all aspects of the residential and commercial real estate industries.**

**I also want to recognize the elected officers of the Steubenville Board, who are doing so much to help Realtors succeed in this challenging market:**

- **President, Joseph Berardi**
- **President-Elect, Rick DeLuca**
- **And Treasurer, Carolyn Turnbull**

**Thank you all for your leadership and support.**

**Before I continue, I also want to give special recognitions to Rick DeLuca for all of his great work putting this Mini-Convention together. Rick, I have a special gift for you, as well – NAR Centennial cufflinks. Would you please come to the stage and receive this gift on behalf of NAR and all Realtors?**

***[Present cufflinks to Rick.]***

**Last, but certainly not least, I want to take a minute to recognize two other members of my Ohio Realtor family who are here tonight – Ohio Association of Realtors President, Don Freels, and Steve Brown, chair of NAR’s Public Policy Coordinating Committee.**

**Don is a great leader and is doing an excellent job representing Ohio Realtors and our entire association. Thank you, Don, for all that you do.**

**Steve is a wonderful person, and he is doing so much for us at the national level. I am very proud that he will be serving as NAR’s Vice President & Liaison to Committees next year under Charles McMillan. Congratulations, Steve, and thank you for your service and friendship.**

The National Association of Realtors , “The Voice for Real Estate,” is America’s largest trade association, representing more than 1.3 million members involved in all aspects of the residential and commercial real estate industries.

**Inspiration**

Finally, whenever I need inspiration to work harder on behalf of all Realtors, again, I come back to Steubenville.

My mother and father were immigrants, who moved to Steubenville because of the tremendous job opportunities in the steel industry. Like all of the great people here, they valued hard work and loved this community. Visiting with all of you today, I can see that those values are alive and well.

This is a tough market – and I know you have been struggling.

I applaud all of you for participating in this Mini-Convention and showing once again that you want to learn more and do more for your clients and your communities. Your spirit is an inspiration to me and to the entire Realtor family.

I want you to know that NAR is here to help you. We will do whatever we can to help you succeed in this challenging market.

In fact, I am pleased to announce that we are working with JoAnn and Rick to bring our Surround-Sound program here to Steubenville.

Surround-Sound is a FREE training program that can help members of your association become active spokespersons for your community and your association. I know why Steubenville is a great place to live and why now is a great time to buy a home – we want everybody else to know it, too.

We’ve already trained more than 30 state and local boards, including three sessions in Ohio. I encourage everyone to visit the web site – [realtor.org/surroundsound](http://realtor.org/surroundsound). It is listed on the Surround Sound bookmark you all received.

The National Association of Realtors , “The Voice for Real Estate,” is America’s largest trade association, representing more than 1.3 million members involved in all aspects of the residential and commercial real estate industries.

And, please let Rick or JoAnn know right away if you want to attend the training. Once the date and location are finalized, we’ll provide you with the information.

Surround-Sound is just one of the many great resources that NAR provides that can help you succeed in your business. In fact, we recently recorded a video to help new and prospective members understand all of the great benefits of joining the Realtor family.

We plan to e-mail it to all members next week, but I thought I would give you a sneak preview today. Let’s take a look...

*[Video plays.]*

Again, all of the resources mentioned on the video are available to you. I encourage you to visit Realtor.org and take advantage of them all. They really can give you an edge on the competition.

Of course, if there is anything else that we can do to help you here in Steubenville, please let us know. Just talk to your leadership, and they will contact me personally.

### **Conclusion**

As Desmond Tutu once said: “You don’t choose your family. They are God’s gift to you, as you are to them.”

As I said at the beginning of my remarks, Steubenville is my home, and you truly are my family. I thank you all for your unwavering love, support, friendship.

I promise to do all that I can to give you the same in return. And, I thank God for bringing us “All Together.” Thank you!

Copyright National Association of REALTORS . Reprinted with permission.