

The National Association of Realtors®, “The Voice for Real Estate,” is America’s largest trade association, representing 1.2 million members involved in all aspects of the residential and commercial real estate industries.

Remarks Prepared for  
Vicki Cox Golder  
2009 NAR President-Elect  
At the Realtors® Land Institute Breakfast  
May 12, 2009  
Marriott Wardman Park Hotel  
Washington, DC

### **Acceptance Honorary Membership**

#### **Introduction**

- **Good morning! It is great to see so many friendly faces.**
  - **Thank you very much for inviting me to join you.**
  
- **When I met with the RLI leadership at the Mid-Year Meetings last year, I felt a strong bond.**
  - **This didn’t surprise me since I too have been involved in land brokerage during my career.**

#### **We’re Land People**

- **Recently, I read your marketing materials, and one phrase really jumped out at me, “We're not just real estate people, we're land people.”**
  - **The preamble to NAR’s constitution is even more direct about the role land plays in real estate, “underneath all is the land.”**

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- **As land people, we know this is the foundation where all real estate begins.**

### **Honorary Membership**

- **For this reason, and so many more, I am humbled you have chosen to honor me with membership in the REALTORS Land Institute.**

- **I promise you I will do everything in my power to meet your expectations.**
- **RLI is a vital and integral member of the REALTOR institute family.**

- **I would especially like to recognize:**

- **President Keith Morris**
- **President-Elect Dan Hatfield**
- **Vice President Jesse Lane, and**
- **Immediate Past President Michael Landreth.**

- **Your hard work and dedication RLI is making a difference.**

### **RLI Achievements**

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- **Over the past year, RLI has displayed the energy and vigor that accompany success. You have:**
  - **Launched new web site,**
  - **Created a new publication,**
  - **Started a new web seminar series,**
  - **And to top it off your National Land Conference in Nashville was a well attended, and well organized.**
  
- **What makes your achievements even more impressive is they were accomplished during a challenging economic climate.**
  - **What is left for me to say but well done!**

### **Conclusion**

- **I promise you that by working together, we will advance America’s economy.**
  - **Personally, I look forward to supporting the REALTORS Land Institute and its Accredited Land Consultant Designees.**

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- **But more importantly, I will be proud to watch your organization grow and better meet the needs of your members.**
- **Once again thank you for the membership, and I look forward to seeing more of you as the meetings progress.**
- **Thank you.**