

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

Remarks Prepared for  
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## **“A Perfect Mission”**

### **Introduction**

- Thank you for inviting me to speak with you today.
  - Discuss my approach to leadership.
  - What issues we will face when I am President in 2011.
  - Finally, what I want to accomplish as your President.

### **Andrew Jackson**

- One of my favorite books I recently read was the biography of Andrew Jackson, “American Lion” by Jon Meachum.
  - Any president who hails from a Region 4 state must be a good guy!
  - Invented the modern American presidency.
  - He was a populist, who represented the concerns of the common man.
  - He saw himself as a servant leader.

### **Approach to Leadership**

- My approach to leadership borrows from President Jackson.
  - A servant leader.
  - NAR has a great tradition of servant leaders.
  - Source of inspiration comes directly our members.

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- Look to continue that tradition.

### **Challenges in 2011**

- What do I expect to face in 2011?
  - Always difficult to predict what will happen in future.
  - Stabilization of housing market
    - Housing inventory returning to normal market levels.
    - Interest rates remain low.
  - More robust economy
    - GDP growing.
    - Unemployment stabilizing.
  - Future of mortgage financing.
    - Sound secondary mortgage market
    - Access to credit
    - Restructuring of GSEs.
  - Homeownership Sustainability
    - Goal won’t be to just increase homeownership.
    - Also maintain level of homeownership.
    - Ensure minorities who bought homes during the boom can keep their homes.

### **What I want to Accomplish in 2011**

- What I hope to accomplish in 2011.
  - First and foremost, representing our members concerns.

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- Second, create interactive systems that utilize all the resources involved in our association.
- Third, further the “Greening” of leadership.

### **Conclusion**

- Andrew Jackson once said, “Americans are not a perfect people, but we are called to a perfect mission.”
  - The American Dream of Homeownership is an essential element of that perfect mission.
  - As REALTOR leaders, we help our members help their clients achieve this dream.
  - No matter what current market conditions are like, this perfect mission is what keeps us focused.
  - I look forward to seeing as many of you at the Midyear Meetings in Washington DC.
    - Real Estate Summit with CNBC’s Ron Insana, Former Labor Secretary Robert Reich, Former Fed Chair Alan Greenspan.
    - HOPE Awards
  - Thank you.

### **Questions & Answers**

- There is no better way to serve our members than to get your thoughts.
  - Open the floor to your questions.

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