

REALTORS® continue to prove that they have a strong entrepreneurial spirit. It's this spirit that makes us leaders in the communities that we serve and work in. It's this spirit that makes me so proud to be a part of such an outstanding group of business owners and humbled to have the opportunity to lead this group through the uncharted waters of 2010.

I would like to encourage each of you to take the opportunity of these challenging economic conditions to make your Association and communities a better place. Get involved! This year there will be legislative challenges and as REALTORS® we've proven that we can make a difference. The State will be looking hard at Tax on Services and our industry is a prime target. Be sure to support RPAC so that your local, State and National leaders have the tools to work hard to represent the best interests of our industry.

It is important to know that while you are focused on your individual businesses, the leadership is focused on the business of the Association. There is no doubt that we are facing challenging times. This team of committed volunteers is fully engaged in moving the real estate industry in Brunswick County in a positive direction.

Because of the economy REALTORS® have clearly learned to work smarter, better and more efficiently. We certainly have become wiser. Once supply and demand are more in line with each other, we will all be much better prepared to serve our customers and our communities. Commit to your business this year, take advantage of the educational opportunities, webinars, get a designation, Short Sales & Foreclosure Designation, get involved in your community, take an interest in the very active political arena that this year is sure to offer. NAR is offering a plethora of free services, business enhancement tools, education and information through its Right Tools, Right Now program. I strongly encourage you to visit REALTOR.org to see what opportunities you may be missing out on. Additionally I would encourage you to take a look at NCAR's partner of the month, to see what they offer to help us. Visit them at www.searscommerical.com/ncar.

BCAR is here to help you as well. The Board of Directors recently approved some MLS enhancements, again in an effort to support you, our membership, to work smarter and better serve the consumer. These enhancements will be announced at the first General Membership Meeting, on Thursday, February 11 at 8:30 AM. We've listened to you, our membership, and the feedback from last June's information meetings overwhelmingly requested to continue to provide Association information to the membership in an ongoing process. The format for the first GMM is keeping in line with that request and we look forward to seeing you there.

BCAR On The Rise

Looking Up – Moving Forward

Mary Ann McCarthy, 2010 President