



Dear BCAR Members,

As we approach the midyear mark for 2010 I would like to take this opportunity to let you know how hard your leadership team has been working on your behalf.

Last week the Strategic Planning Committee met with our facilitator, Dr. Gary Cooper, to discuss the status of the business plan that was put in place at the beginning of this year. A manager told me one time, "Don't expect, what you don't inspect". So we're inspecting! This business plan was outlined at the February Town Hall meeting and is the course that was plotted for our Association during last October's 2 day planning meeting. Committee chairs attended last week as well and reported on the accomplishments of each of their respective committees. The grassroots efforts by our committees has been effective and I am proud to report that almost two thirds of the Association's goals have been accomplished or have been put into action to date. The committee then went to work prioritizing the remaining goals needed to complete this year. Thanks to the efforts of our very committed volunteers we are well on our way to a successful year.

In mid May, the leadership team, along with 10,000 of our colleagues from throughout the Country, attended NAR's Mid Year Legislative Meetings in DC. The mood this year was not as gloomy as a year ago, however, as you already know, the recovery of our industry is not out of the woods yet. We met with Senator's Burr and Hagan as well as Congressman McIntyre to discuss the very serious issues still facing our industry. One of the main talking points we discussed was the reissuance of the National Flood Insurance Program (NFIP), which as we now know did not get extended. We listened to industry experts discuss the changes our industry is experiencing and of utmost importance heard Lawrence Yun, NAR's Chief Economist, and Mark Zandy outline the current economic conditions as they relate directly to both the residential and commercial markets. These very important presentations are [attached here](#) – check them out – you'll find valuable information here to help you make good business decisions.

Next week we travel to Raleigh along with hundreds of other local Association leaders and members from across this great State of ours to meet with our State Representatives to discuss our concerns as they relate to our industry. (See Steve's legislative report for the talking points.) We look to engage our State legislators and help them to understand the concerns of the REALTOR® party. As the State looks to make up budget shortfalls, it is critical that we keep our message out in front. It is the responsibility of each of us to act upon Calls To Action. When you receive one, please act immediately. Remember, your voice is important and your vote is powerful. I hope that many of you will join us in Raleigh next Wednesday as we send a unified message to our representatives.

In closing I look forward to seeing many of you at the next General Membership meeting. ***I would like to personally ask each and every Broker to be sure to attend and bring along as many agents as possible.*** This meeting is going to be packed full of valuable information and tools for you and your agents. Our success depends on you and the participation of our membership. Your help in this is crucial.

Thank you to each of you for your service to our industry and the consumers that we work for.

Mary Ann