

## Texas Realtors Winter Meeting

The thing about Realtor Meetings is they are very long days and this Conference was no different. Thursday began with driving to Austin which is always hit or miss in itself with traffic but luckily for me it was a very easy drive. However, I hit the ground running as soon as I arrived. Thursday evening was the Women's Council of Realtors Texas Installation and as of less than 24 hours prior, it had all be put on me. Since I understand the stress of leadership and last minute changes, I took some one on one time with the Incoming President to do my best to calm her nerves. The Installation itself was fabulous and it is always special to be asked to install the leaders, but this one was extra special because I got the opportunity to install many of the amazing women I have been mentoring over the years. I felt like a proud mama watching them each step into their own leadership journeys including CCAR's own Shannon Vizcarra.

By Friday morning, the conference was in full swing. I did have some Women's Council commitments but my Texas Realtors taxation meeting was really the best. We had guest speakers David Clark (Senate Local Government Committee Director) and Ross Leake (Senate Local Government Committee Deputy Director) come talk to us about the 2023 Property Tax Reform. It was such an interesting meeting to hear how everything was negotiated so that we have where we are now. And even more interesting was to hear about the unintended flaws in the plan that they will need to correct in the next session.

After that was the Texas Realtors opening session. It is always a great session but I have been a huge Terry Watson fan for years. Terry wants us to each make 2024 the year of efficiency. Think about what is the most important thing for you. If you focus on value, you don't have to worry about price. He recommends teaching each new person you meet 3 things because that is true value. And as you are teaching them, if you want them to remember it, give them a picture, video or even an article that reiterates it. The session ended on more of a somber note as Travis Kesslers retirement was announced. Although everyone is very happy for him, he will cause a void that will be very hard to replace. Personally having just gone through a big search committee and hiring process I know what is ahead for the leadership team and it really takes extra hours on top of your volunteer hours.

Regional caucus was held prior to the meeting and I loved the virtual concept. I do think it could have been organized a little better to allow more input from the region, but this was a huge step in the right direction. I loved the bonus caucus session with everyone at Winter Meeting despite some frustration of people just not listening and Jef having to repeat himself a lot.

The Pickleball TREPAC Event was lots of fun and much better food than Aussies but it was sure cold. I did not stay very long and ended up enjoying the Super Bowl with CCAR at the hotel.

The Board of Directors meeting was the conclusion of the trip. Tony Lloyd from Lubbock was elected as Secretary/Treasurer. Our own Marvin Jolly, Region 10 Vice President, reported that the real estate business is ticking up as expected. NAR also has a Culture Transformation

Committee that is working on creating a better culture within NAR. There is a new first time buyer reality show streaming on Hulu that shows a true perspective of being a first time home buyer. NAR Registration opens February 14 at noon with a new system and these Legislative Meetings will be our first time meeting back on the Hill. Lori Levy reported on the 2 copycat lawsuits and more info can be found on [texasrealestate.com/lawsuit](https://texasrealestate.com/lawsuit). The Fall Conference will be August 25-28 and Emmitt Smith will be the keynote speaker.

Thank you for the opportunity to serve and represent CCAR.