



NOVEMBER 12 - 17, 2023

NAR NEXT

GLOBAL MEETINGS

**A REPORT BY
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LIBOR'S GLOBAL BUSINESS LIAISON**

ABOUT THE EVENT

NAR NXT, held in Anaheim, California, from November 12th through the 17th, was a fantastic event for the real estate industry. Over 12,000 REALTORS® from across the country and the world gathered for the annual conference and expo, a premier platform for networking, education, and growth.

This year's theme, "Own the Moment," reflected the optimistic outlook for the real estate market and the conference's focus on helping REALTORS® thrive in a changing environment. Attendees participated in a diverse range of activities, including:

- Educational sessions on emerging technologies, marketing strategies, and legal updates.
- Networking events that fostered new connections and collaborations.
- A bustling expo hall featuring leading real estate vendors' latest products and services.

The event provides a valuable opportunity for REALTORS® to stay ahead of the curve and build the skills they need to succeed in today's dynamic market. The energy and enthusiasm throughout the event were palpable, and attendees felt inspired and empowered to achieve their goals.

CIPS ADVISORY BOARD

The CIPS Advisory Board, which met on Monday morning, November 13, 2023, is responsible for providing advice and guidance to NAR on issues related to the Certified International Property Specialist (CIPS) designation.

The meeting agenda included:

- CIPS Designation update on the current state of the CIPS designation, including the number of designees, the demographics of the designation holders, and the designation's impact on the real estate industry.
- Ways to improve the CIPS education program and resources available to designees.
- CIPS marketing and promotion strategies.
- CIPS Global Engagement to increase global reach and impact.

Some key takeaways were:

- The board acknowledged 725 new CIPS designees, with over 170 from overseas. This brings the total number of designees to 4470 from 53 different countries.
- 36 CIPS Institutes and 39 individual CIPS courses were held in 2023.
- Updates have been made to CIPS.REALTOR to make navigation easier.
- The first-ever CIPS Excellence Award will be given out during the CIPS Pinning Ceremony.

GLOBAL ALLIANCES ADVISORY BOARD

The Global Alliances Advisory Board met after the CIPS Advisory Board meeting on Monday, November 13, 2023. This group is open to members who are actively serving as Global Ambassadors, Global Coordinators, official representatives of foreign bilateral cooperating associations, or international ambassador associations, and it has the sole purpose of guiding the operation of NAR's Global Networks program.

Topics discussed:

- Updates on NAR's global initiatives and programs
- Panel discussion on using AI for promoting international business and collaboration.
- Break-out tables to discuss opportunities and challenges facing the global real estate market.
- Feedback from Global Ambassadors, Global Coordinators, and Global Committee leadership on NAR's global efforts.

Some key takeaways:

- NAR welcomed its newest bilateral, Uganda.
- NAR is committed to expanding its global reach and supporting its international real estate market members.
- There are many opportunities for NAR members to grow their businesses internationally.

GLOBAL BUSINESS COUNCILS FORUM

The Global Alliances Advisory Board met on Tuesday, November 14, 2023. This group is unique because while it is open to all, the information is geared towards global business council leadership, local and state board leadership, and association staff. The main goal is to provide a forum to exchange ideas and best practices regarding establishing and operating global business councils.

The meeting began with a warm welcome from President Tracy Kasper, who spoke briefly about her global experiences since taking on her new role. Following was a presentation by Jeffrey Ball about the relationship between global real estate and economic development.

The group then divided into breakout tables to discuss common obstacles and opportunities in the five regions.

Some key Takeaways:

- Technology can play an integral role in the international real estate industry.
- Cultural understanding and cultural sensitivity are vital for success in the global market.
- Collaboration is key. The GBC Forum promotes collaboration between NAR members and international partners as a key to unlocking the full potential of the global real estate market.

GLOBAL BUSINESS & ALLIANCES COMMITTEE

The Global Alliances Advisory Board met on Tuesday, November 14, 2023, following the Global Business Forum Council meeting.

Russell Riggs, Government Affairs Liaison for NAR's Resort Committee and the Senior Regulatory Representative for NAR, was the first presenter to speak about recent legislation with visas. He also talked about the REALTOR® Fund for Global Assistance Program.

Following was a presentation about Canada by Sharon Von Shoenberg, Associate Director for Canadian Real Estate Association (CREA), and James Mabel, Chair-Elect for CREA.

Closing out the meeting was a presentation by Susan Greenfield titled "FIABCI: Building Better Lives."

Some key takeaways:

- Housing supply issues are a global issue.
- NAR supports H2B and EB5 visas because they help to stimulate economic development, job creation, and homeownership.
- REALTOR® Fund for Global Assistance (RFGA) has been established and will begin dispersing in 2024. This program is only available for NAR International Bilateral Partners.

HIGHLIGHTS

Yoshi Takita was installed as NAR 2024 Global Liaison. This prestigious position serves as a bridge between NAR and international real estate professionals. They report directly to the NAR President and help maintain relationships with bilateral partners, promote NAR courses and designations, and assist NAR members in conducting business internationally.

LIBOR signed a Memorandum of Understanding (MOU) with Vietnam National Real Estate Association (VNREA). This is LIBOR's 34th MOU.

LIBOR received NAR's Platinum Global Achievement Award for the 3rd consecutive year. This award recognizes and rewards REALTOR® associations demonstrating outstanding commitment to global business awareness and activity.

