INSTALLATION SPEECH

FOR

DAN LaPORTE

Hello everyone and thank you all for being here. Today we welcome our new leadership team and I assume my duties as the next president of the Sierra Nevada Realtors Association. Before I continue, I have a small confession to make. Although the real estate business is founded and based on integrity, relationship, and professionalism, I must admit…. and I know it’s probably really hard to believe, that I am not a skilled, professional public speaker or writer, so please bear with me! I can now relate to the words of the old time comedian, George Jessel, when he said, “The human brain starts working the moment you are born and **never stops** until you stand up to speak in public.” Welcome to my world!! (**Wait for the laugh**). I now believe there’s more than a shred of truth to that statement… and I know that first hand, but I also know that I am here, addressing a room of my peers, and we are all comrades, in the trenches together. We are all members of the same community and I know that each one of us, in our own way, strives to push ourselves further and further as focused, goal oriented professionals. That’s why I’m proud to be here to serve you and represent the possibilities and opportunities in the Northern Nevada real estate world and beyond. We are living in exciting times and of course there will always be challenges, but as members of a sector whose inherent goal is to satisfy market demands while constantly working to exceed projections, plans, and expectations, the value of participation in an organization like the SNRA (**is that the correct acronym?** **If not, please revise**.) is immeasurable.

The actual definition of “association” is “a group of people organized for a joint purpose.” It is really gratifying to see so many of you here, including past presidents like \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, and \_\_\_\_\_\_\_\_\_\_\_\_\_ and those of you who have traveled from further parts of Northern Nevada to be with us and demonstrate your support and enthusiasm for the work we do. It’s clear to me the magnitude of the collective contribution that this organization makes to all of us and the industry as a whole. It’s no surprise that the strength of this group keeps growing, and that of course, continues to fuel and inspire my determination to get up here and speak!! (**Wait for the laugh**).

My term as president will last one year and I plan to use the time wisely. We all know the necessity of “doing our **home**work,” … pardon the pun…. whether working on the buying or selling side, and to have a glimpse of the inner workings of this group and ultimately new perspectives on our industry is really invaluable. With our mutual involvement in the SNRA, we all get the chance to operate as **key** elements (**you can say…)** pardon **that** pun too… in a cooperative entity, one that has the benefit of a multifaceted point of view thanks to our own unique vantage points in our fields.

As of now, I have not yet identified any specific agenda for the next year’s focus, although my goal is to become more involved with the political issues that face our sector, but as we meet and distinguish areas and topics that require attention, we will address those and initiate whatever steps possible to transform challenge to opportunity. I want you to know that my primary concern and my perpetual platform is to support all of you-to protect our rights and to strengthen public perception of Realtors-who we are, what we do, and the magic we can work!

As our new term begins, I’d like to tell you a little bit about myself, my background, and my commitment to this organization. I started my career in research and development in both the commercial and residential sectors of real estate in California. For the initial fifteen years of my career, I got first hand experience of what this business is about and I am grateful and proud of the strong foundation that experience provided. I have also worked as a volunteer Firefighter and EMT for six years in Gardnerville, NV (**If you want to make a joke you can say**) … so if anyone feels as though the impact of my public speaking is “taking your breath away...” Lucky you!! I can help you out with that!!! (**You can also add….** ) But frankly speaking, I think I’m the one with the irregular heartbeat right bow!! (**And wait for** **the laugh**). I furthered my experience in the field during the ten years I spent at GE Corporate in R & D. I am also a member of the Business Council for Douglas County, and if all of **THAT** weren’t enough, I have also served as local association director and secretary prior to being named to this new post of President. I want you to know that I use my experience as efficiently as possible: by observation, trend tracking, and knowing how important it is to share my resources reciprocally with all of you. There’s a wonderful cycle of learn- teach- do- achieve that I find exhilarating and I am eager to work with all of you.

As they prepare for their portion of the installation festivities, I am particularly eager to introduce the new leadership team. Working alongside me for the next year will be \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, as \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ who has done a great job in the area of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and of course\_\_\_\_\_\_\_\_\_\_\_\_\_\_ who works to keep all of us on track, focused and enthusiastic…. thanks!! We needed that!! (**Wait for** **the laugh**).

We’re marking this “changing of the guard” in an environment that is truly inspirational… especially to those in our field. I can’t imagine a more breathtaking view than to look out on the \_\_\_\_\_\_\_\_\_\_ hole and take in that vista, the manicured greens, the clear blue sky…. we’re so lucky to be in this business and to appreciate the beauty of the land that surrounds us (**If you want** **to make a joke you can say**)… of course when I look at a big open rolling field, it makes me dream of development!! Construction!! Mega deals!!! (**Wait for the** **laugh**)… Only kidding!! This land is precious and sacred (**name 2 or 3 of the golf freaks in the group**)… especially to \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and \_\_\_\_\_\_\_\_\_\_\_\_\_\_... It’s been said that some people are born with a silver spoon in their mouths… Well these two were born with nine irons and a wedge in theirs!! (**Wait for the laugh**).

We’re so fortunate to live in a great area and work in an exciting industry. There’s no such thing as failure. Every instance and challenge is the perfect opportunity to learn and grow, and improve through each experience. And whether you want to acknowledge it or not… and I know many of you do… these times grow even more exciting when we consider all of the tools and assets that are available to us. Each one of us has the expanded capabilities, through involvement in social media, to have unprecedented access to data, potential clients, and increased activity on our sector. Thanks to the mobile social platforms and professional websites like Facebook, Zillow, Linked In-and whichever combination of any of them you choose to leverage to spread your message, they really have the potential to provide us with dynamic tools for outreach and exposure. In this era of heightened connectivity and consciousness, we also have almost instant access to trending topics, new rules and regulations, and synergies with those who might be able to support us where in the past; we were limited in our scope and resources. We also have to acknowledge that especially in cable TV, there are an infinite variety of shows and channels promoting all different angles of our business… and whether you want to “Love it or List It,” whether you’re “Flipping Out” or promoting “Curb Appeal,” real estate and all of its related topics are really on everyone’s radar. Of course clients are getting more and more savvy as well, but that only encourages us to stay focused, determined, hungry-all in the spirit of doing the next great deal. After all, my vision is to support all realtors to be respected and recognized as the preferred professionals in this industry, and I am sure you partner us on that mission.

I hope that through the nerves I’ve given you some food for thought. Think about what a revitalized market would mean to YOU. How would you “up your game?” Where would you plan for growth? What political issues and regulations do you advocate for? Which don’t work? Remember this is an open, vital and growing community and this organization is here for **YOU**. We are all eager to work with you to really build the real estate business in Northern Nevada. Thank you all!! Lets have a great year!!