**Ohio Association of REALTORS®**

Over the past year, the leadership team of the Ohio Association of REALTORS conducted a massive outreach to its membership.

The effort, spearheaded by President Thomas J. Williams, entailed the organization’s leadership team traveling across Ohio to discuss the issues of concern to REALTORS in their home communities. It was a unique opportunity to promote the Association, listen to the diverse concerns of membership and gain new insights on improving the services offered by OAR.

Meetings were conducted throughout the year in each of OAR’s nine districts and involved Williams, President-elect Chris Hall, Treasurer Greg Hrabcak, Chief Executive Officer Bob Fletcher and the area’s District Vice President.

The response from REALTORS in each of the districts was remarkable and attracted members that typically aren’t actively involved in the Association. Equally important, leadership was able to gain a better understanding of the real-world, varied concerns of the REALTOR members throughout the state.

OAR benefitted on a number of fronts, from suggestions of new programming concepts to practical examples that were central to our messaging during our lobbying effort at the State House:

* Specifically, we were able to engage members regarding Gov. John Kasich’s plan to impose a sales tax on real estate services and how it would impact their day-to-day business operation. The discussions were instrumental in developing our messaging with lawmakers and played a critical role in thwarting passage.
* We received a number of helpful suggestions on ways to improve our Annual Convention & Expo and increase participation, including implementation of a one-day pass for members.
* The Association was urged to explore creation of a model leadership academy to assist our Local Boards/Associations in developing future leaders.

Respectfully submitted

Thomas J. Williams, President