



**Carol Griffith, 2014 President**



**Gene Szpeinski, 2014 President-Elect**

## MICHIGAN REALTORS®

The biggest change for the Michigan Realtors® this year isn't our new name; it is the removal of our state administrative agency from the continuing education approval and tracking process.

The new law, which unanimously passed both the Michigan House and Senate, will allow continuing education to be more responsive to changes in the market and the need of the membership. It also expands the role of the state association in providing and tracking continuing education hours for the membership.

The new law benefits Realtors® by opening up the criteria for continuing education classes and allowing brokers and agents to specialize in their business by taking classes that interest them and pertain to their specific market and clientele.

A new self-reporting system of continuing education will put Realtors® into a model of self-reporting such as medical professionals and accountants. Michigan Realtors® continue to work with Department of Licensing and Regulatory Affairs to implement new picture pocket cards with integrated technology that will allow Realtors® to track their continuing education hours with the scan of a card.

For the first time under this new system, members will have real time tracking and notification of continuing education classes. This tracking mechanism will provide a Realtor® and their broker with all of the relevant back-up information needed if they face a Department audit.

With an effective date of January 1, 2015 and a new license cycle beginning in October of the same year, there should be plenty of time to make the transition. The Michigan Realtors® are excited about implementing the new system, and are looking forward to transforming the way continuing education is offered, tracked, and recorded for the benefit of the membership.

In addition, we took a new look at our investment policy again this year and made a strategic change. We have been investing our capital, reserve and operating funds in all of the usual places: bonds, stocks, mutual funds, CD's, and the like. One thing that was missing was real estate; I don't mean REITs – but instead real estate like you and I list and sell. In addition to our traditional investment opportunities, we now own the office building adjacent to our Michigan Realtor® headquarters. As a result, we are looking strategically at other investment opportunities in our neighborhood. We are not sure as an Association we are leading the way, late to the party, or somewhere in the middle on this investment strategy, but it seemed like the right thing to do as a Realtor® organization.

Furthermore we have made a significant investment in our profession. Continuing the great tradition of our state to be the first to invest in many things to improve the economy and our way of life: guaranteed free high school education, an automobile tunnel between two nations, a state police radio system. We became the first State Association to become a Platinum R RPAC investor. We are proud to invest in Realtors® nationwide to grow and protect this industry.