



### State Leadership Idea Exchange Council

- **New out-of-state cooperative broker agreement law in the works:** NHAR has worked with the Real Estate Commission to craft legislative language which will amend *RSA 331-A:22-a, the Practice by Brokers of Other Jurisdictions*. Currently, a broker licensed in another state is not allowed to list or agree to list real estate in New Hampshire. However, an out-of-state broker can represent a buyer or tenant as long as they enter into a cooperative broker agreement with a licensed New Hampshire broker.

A bill being introduced by the Real Estate Commission at the State House, and supported by NHAR, will only allow a cooperative broker agreement, on either the listing or buyers side, in a commercial transaction. A cooperative broker agreement would no longer be permitted on either the listing or buyers side of a residential transaction.

The legislative language is the result of a recent decision of the New Hampshire Real Estate Commission after an out-of-state broker challenged the current law. NHAR worked with both residential and commercial members to assist in crafting the bill.

- **Leadership Academy:** In an effort to encourage potential future leaders of the organization, a Leadership Task Force recently introduced the concept of a Leadership Academy to the Board of Directors, and it gained unanimous approval. The recommendation includes not only the academy, but also a more comprehensive succession plan, to include three officers in line to become president, compared to the current single officer (president-elect).

- **New Hampshire REALTORS in the field:** In order to bridge the gap between members and the state association and provide additional transparency, New Hampshire REALTORS leadership will make a concerted effort to get out to local board meetings for a series of two-way communications with membership. The outgoing message will include REALTOR Party, RPAC, legislative activities both in state and nationally, BOD updates and general information from the state office. It will also encourage feedback from members.

- **Internal marketing campaign:** In an effort to promote the value of membership, the New Hampshire REALTORS Communications Committee has the following video, for distribution to membership through state and local channels: [https://youtu.be/XYC\\_J-Zlejo](https://youtu.be/XYC_J-Zlejo)

- **Combine leadership training with Board of Directors orientation:** Too often the members of the state Board of Directors show up for the first BOD meeting in March without a full understanding of their role at the state level. This meeting, which would include local board leadership and local board EOs (and therefore is inclusive of our Board of Directors), would provide that training. This would take the place of the traditional leadership conference, which in the past had happened in December, in order to have a more inclusive group and give leaders the best possible understanding of their respective roles.