



NATIONAL ASSOCIATION OF REAL ESTATE
BROKERS

NEW MEMBER
ORIENTATION

NAREB HISTORY

The National Association of Real Estate Brokers, Inc. (NAREB) was founded in Tampa, Florida, in 1947 as an equal opportunity and civil rights advocacy organization for African American real estate professionals, consumers, and communities in America. The purpose of NAREB is to enhance the economic improvement of its members, the community at large, and the minority community which it serves. NAREB strives to unite those engaged in the recognized branches of the real estate industry including brokerage, management, mortgage financing, appraising, land development, home building, development, inspection, and allied fields for the purpose of exerting influence on real estate interests. Although composed principally of African Americans, the REALTIST© organization embraces all qualified real estate practitioners who are committed to achieving our vision, which is “Democracy in Housing”.



EDUCATE, EMPOWER, MOBILIZE! 2



NAREB FOUNDING MEMBERS IN 1947



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NAREB MISSION STATEMENT

“Democracy In Housing”

After World War II, the nation found itself facing a mood of deep seated social segregation it could no longer tolerate or afford. Yet the South confidently proclaimed itself to be the new plus ultra (uppermost limits) of Southern tolerance. Thus, was born the Civil Rights movement- a period of the most difficult but necessary struggle to topple the crumbling walls segregation had erected between Americans who had fought- and died together. The postwar years indeed gave African Americans inspiration, confidence, strength and hope for a better America.

The United Nations had been formed, and Ralph J. Bunche had become the United Nations Division Trustee. African Americans were gaining better paying jobs, and the Supreme Court had finally passed a ruling that restrictive covenants and private agreement to exclude persons of designated race from the ownership of real property were not enforceable under the law. Although the lives of African Americans were now changing for the good, and a few victories had been won, schools were still segregated under the “separate but equal” theory- and equal housing had yet to become a reality.

This is what drove the men and women who met in Tampa, Florida, on the sweltering night of July 29, 1947, to form the National Association of Real Estate Brokers- NAREB. These twelve pioneers, one woman and eleven men hailing from seven states across the country, are NAREB’S recognized founders:.

Nannie Black, Detroit, MI; Carleton Gains, Detroit, MI; O. B. Cobbins, Jackson, MS; George W. Powell, Jacksonville, FL; F. Henry Williams, Jacksonville, FL; J. W. Sanford, Oklahoma City, OK; Macco Crutcher, Detroit, MI; W. D. Morrison, Jr., Detroit MI; W.H. Hollins, Birmingham, AL; J. R. Taylor, Miami, FL; Horace Sudduth, Cincinnati, OH; and A. Maceo Smith, Dallas, TX.

On this night, these people dedicated themselves to fair housing for all. They began by electing temporary officers as follows: W.D. Morrison, President; W. H. Hollins, Treasurer; Horace Sudduth, Vice President; F. Henry Williams, Secretary Word soon spread, and NAREB’s first convention was held at the Convention Hall in Atlantic City, NJ, on July 19-20, 1948. It was a resounding success- a moment of synergy when men and women across the country were able to come together to voice their opinions as one- and to take a stand against inequity and injustice.

Since then, NAREB and its REALTISTS® have gone on to win victory after victory in support of equal housing opportunities for all. We are an association proud of our past, relentless in our struggle, and 100% dedicated to the REALTIST® creed, “**Democracy in**



**housing.” EDUCATE, EMPOWER,
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FAIR HOUSING 50TH ANNIVERSARY



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NAREB'S PURPOSE Fair Housing

On April 11, 1968, one week after the assassination of Rev. Dr. Martin Luther King, Jr., President Lyndon B. Johnson, signed the Fair Housing Act into Law to end or quell the civil unrest, protests and riots in many U.S. cities. NAREB national and local leaders were instrumental in pushing for and litigating to ensure the full implementation of the Fair Housing Law. The signing of the landmark Civil Rights Act of 1968, which came to be known as the Fair Housing Law not only prohibited discrimination in housing on the basis of race, color, creed, and national origin, but also helped to expand business and career opportunities for Black Americans operating in the real estate industry and those interested entering the real estate profession. In recognition of the 50th Anniversary of the Fair Housing Act (April 11, 2018), NAREB hosted a series of events and activities throughout the year. These efforts will seek to educate and inspire the public about the never-ending struggle for equality, Democracy in Housing, and NAREB's role in the landmark effort. We fully understand defacto desegregation and institutional racism remains a pervasive problem throughout the United States. Thus, as we illuminate the accomplishments of the last 50th years, we ask everyone to join in our efforts to increase Black homeownership, improve Black neighborhoods, and increase social and economic conditions for Black people



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2019-2020 NAREB LEADERSHIP



Donnell Williams
President



Lydia Pope
1st Vice President



Courtney Johnson Rose
2nd Vice President



Ashley Thomas III
3rd Vice President



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2019-2020 NAREB LEADERSHIP

cont'd



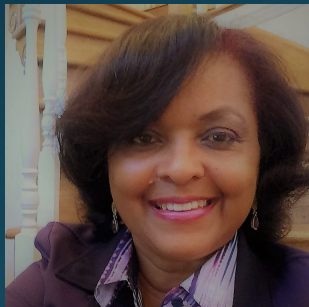
Bill Collins
Chief of Staff



Michele Calloway
ChairPerson



Harold Carter
Vice Chair



Katrenia Kier
Secretary



Linda Chambers
Asst Secretary



Lawrence Butler
Treasurer



Rasheedah Jones
Asst Treasurer



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NAREB PAST PRESIDENTS



Jeffrey Hicks
2017-2019



Ron Cooper
2015-2017



Donnell Spivey
2013-2015



Julius Cartwright
2011-2013



Vincent Wimbush
2009-2011



Maria Kong Douglas
2007-2009



Clifford Turner
2005-2007



Ronald L. Branch
2003-2005



Edward C. London
2001-2003



Ernest Clark, Jr.
1999-2001



H. Bernie Jackson
1997-1999



Fred Blair
1995-1997



Larry Cameron
1993-1995



Frank A. Clay, Jr.
1991-1993



Evelyn A. Reeves
1989-1991

NAREB PAST PRESIDENTS contd



Albert H. Johnson
1987-1989



Thom L. Holmes
1985-1987



Otis L. Thorpe
1983-1985



Robert G. Buckner
1981-1983



James E. Haynes, Jr.
1979-1981



Harold Dawson
1977-1979



John D. Thompson
1975-1977



Daniel Spalding
1973-1975



Willis Carson
1971-1973



William J. Hamilton
1968-1971



Q. V. Williamson
1963-1968



Charles L. Harden
1960-1963



George Harris
1953-1960



W. H. Aiken
1951-1953



W. D. Morrison, Jr.
1947-1951

Benefits of NAREB



LEADERSHIP OPPORTUNITIES

Local Board President, Regional Vice President Committee Chair, National Board Member and many more



NETWORKING OPPORTUNITIES

Building Relationships with Business Professionals, Generating and Obtaining Leads within the Organization



CAREER OPPORTUNITIES

Open A NAREB UNIVERSITY!
BECOME THE CEO OF YOUR
OWN SCHOOL

NAREB AFFILIATES

- NID (NAREB INVESTMENT DIVISION)
- YRD (YOUNG REALTIST DIVISION)
- NSD (NAREB SALES DIVISION)
- CID (COMMERCIAL INVESTMENT DIVISION)
- REMBI (REAL ESTATE MANAGEMENT BROKERS INSTITUTE)
- NSREA (NATIONAL SOCIETY OF REAL ESTATE APPRAISERS)
- UDC (UNITED DEVELOPERS COUNCIL)
- NAREB WOMEN'S COUNCIL
- CONTRACTOR'S DIVISION



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At his installation ceremony, NAREB's 31st National President, Donnell Williams, ordered a cease and desist and waged war on the decline of Black homeownership in the United States. The Black Homeownership rate for 2nd quarter of 2019 was reported at a disturbing all time low rate of 40.6% compared to 73.1% by Non-Hispanic Whites. The recent 3rd quarter Black Homeownership rate was reported at 42.7%, which provided a much needed glimmer of hope for an upward trajectory. But there's still little time for just placing blame and pointing fingers. We must take action! War requires strategy, allies, focus, concentration, force & teamwork!!

NAREB's REALTIST NATION set the stage at the SHIBA - State of Housing in Black America - Forum at 49th Congressional Black Caucus Annual Legislative Conference in Washington DC in September of 2019. The much anticipated 8th Edition of this comprehensive report was discussed by an expert panel of industry leaders, legislators, and researchers. And a second panel comprised community advocates, analysts, and entertainers provided practical and tactical strategies and solutions.

NAREB WAGES WAR



*EDUCATE, EMPOWER,
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EDUCATE, EMPOWER & MOBILIZE

The Educate, Empower & Mobilize Tour is one that President Williams has embarked on to speak on, discuss, present and ensure that the mission, vision, purpose and initiatives of NAREB are understood and implemented in the war against the decline of Black homeownership. Follow President Williams and meet and greet him at his next stop in a city near you!

National Association of Real Estate Brokers

EDUCATE, EMPOWER & MOBILIZE Tour



Donnell Williams
NAREB National President

- Chicago ✓
- Memphis ✓
- Maryland ✓
- Houston ✓
- Philadelphia ✓
- Brooklyn ✓
- Cleveland ✓
- Miami ✓
- Queens ✓
- Atlantic City ✓
- Sacramento ✓
- Indianapolis ✓
- Washington DC
- Tampa
- Orlando
- Las Vegas
- San Francisco
- Phoenix
- Little Rock
- Birmingham

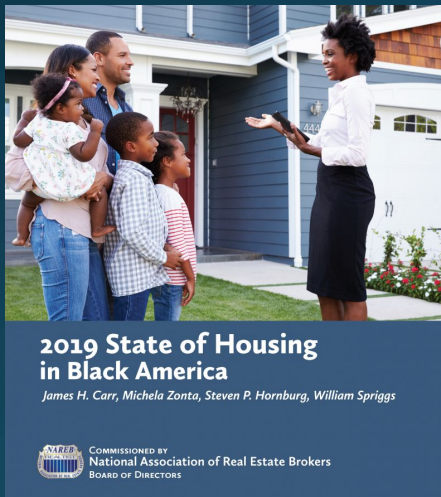
Get your city on the Educate, Empower & Mobilize Tour
📞 973.223.9967 | ✉️ Info@DestinyRealtyInc.com

TiGress



**EDUCATE, EMPOWER,
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NAREB PROGRAMS & INITIATIVES



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NAREB SHIBA REPORT

The SHIBA Report provides a detailed, comprehensive view into the real numbers and facts that impact and impede Black families from realizing the dream of homeownership. NAREB is committed to changing the statistics through our members and industry relationships. Our goal is to continue to show Black families the issues which affect them, and bring solutions to overcome these barriers. Take time to review the Report which was published in 2013. Since that time, NAREB has moved beyond the data to provide solutions. Find out more at one of our many chapters across the country, or simply contact us at our corporate office.



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NAREB's Two Million New Black Homeownership Program (2MN5) was created in 2015 in response to its annual report, the State of Housing in Black America (SHIBA) ®, with short and long-term core objectives to eliminate the racial gap and disparities in homeownership in the United States. The 2MN5 Program includes activities that support NAREB's motto of Democracy in Housing.

NAREB fully understands that eliminating the 30% + gap in homeownership throughout the U.S. will require organizational discipline, advocacy, focus and partnerships with the faith, business, foundation, and public sectors. The 2MN5 Program will be implemented both locally and nationally.

NAREB will measure its impact through the 2MN5 Program via success and progress on victories locally and/or nationally by using a plethora of criteria.

NAREB'S 2MN5 PROGRAM



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THE NAREB 8

The NAREB 8 is a list of programs and initiatives curated by President Donnell Williams which expands the reach of 2MN5- 2 Million New Black Homeowners in 5 Years, launched in 2015.

It is President Williams' goal, objective and charge as the Commander in Chief of Black Homeownership, to attach the dismal and disturbingly low homeownership rate for Blacks. President Williams has ordered a "cease and desist" and has waged war on the decline of Black homeownership. These eight (8) programs and initiatives are the ammunition to arm the "REALTIST NATION" to claim victory in a deliberate, strategic, comprehensive manner.

1. House Then The Car (HTTC)
2. Credit Restoration and Maintenance
3. Realtist Opportunities for Seasoned Individuals
4. Realtist Referral Network
5. Civic Engagement
6. Bid National
7. Realtist Investment Group
8. International Committee



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HTTC

The House Then The Car Campaign highlights N.A.R.E.B.'s State of the Housing in Black America Report. This campaign will focus on communities that have a large number of Millennials and GenXers that do not own a home.

- TARGET AUDIENCE FOR HTTC CAMPAIGN INCLUDE:
- GAINFULLY EMPLOYED OR ENTREPRENEURIAL AFRICAN-AMERICANS
- MILLENNIALS-Born Between 1982-1996
- Generation Xers Born between 1961-1981



Join Us For The

Fall 2019

WEALTH BUILDING

EXTRAVAGANZA

In collaboration with


The local chapter of the
National Association of Real Estate Brokers
N.A.R.E.B.



Saturday, October 26, 2019
10:00 AM to 3:00 PM

Mercer County Community College
(James Kerney Campus)
102 N. Broad Street
Trenton, New Jersey

RSVP@
centraljerseynareb@gmail.com

Call
609-392-0600
for more info!

Join the REALTIST NATION of
Central Jersey Board of Realtist

& other N.A.R.E.B. Chapters across the country for a full day of learning, fun, food & wealth building unity in the community!!

DOOR PRIZES **CREDIT COUNSELING** **FREE EVENT**

NAREB AFFINITY PROGRAMS

NAREB membership benefits include exclusive discounts and promotions to the following affiliate partners:



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Why study online?

- **Take control of your career in real estate** by first taking control of how you learn. By choosing NAREB University, you give yourself the **freedom to study at your own pace—whenever and wherever you want**. No having to be at a classroom at a certain time each evening and no wasted time and gas commuting there. You choose what time best fits your schedule to take your courses.
- The other advantage to our online courses is that you can repeat any section you please—or breeze through material you understand quickly. You get to set the pace according to what works best for you.

Why choose NAREB University?

Our courses are:

- **Cost-effective:** Save money and time with online learning.
- **Efficient:** Our courses consistently have high first-time pass rates.
- **State specific:** All of our courses are approved by each state's real estate commission guaranteeing you are fully versed in the relevant laws and regulations governing your state.
- **Updated regularly:** We are constantly updating and improving our content to ensure you have the best student experience possible.
- Created with **Mastery and Fluency** methodology and include our **Quality Guarantee**.



NAREB UNIVERSITY



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NAREB NATPAC 1947

As we approach the 2020 presidential elections, black homeownership has fallen to an all-time low. Each and every week it seems as if a new candidate has emerged to run for the highest office in the land, yet it seems as if the most important issue affecting wealth creation in the black community, home ownership, has taken a back seat.

NAREB launched NATPAC 1947 to elect and reelect federal, state and local candidates who support fair and equitable home ownership and economic development legislation which affect communities of color.

It is our goal that over the next few weeks, we elevate the issue of black homeownership into the national conversation.

Created by Black real estate professionals, many of them known as Realtists®, NATPAC 1947 will become the preeminent political action committee advocating for Black homeownership and opportunities for real estate management, investment and development and fair lending.



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**NAREB
NATIONAL
EVENTS**

February – Mid Winter Conference

April – Realtists Week

May – Annual Policy Conference

July/August – Annual National Convention

September – Congressional Black Caucus
Foundation Annual Legislative Conference



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NAREB'S
"Bet is on Black"
Homeownership in Vegas!

Join us
 at the

NAREB
 REALIST
 NATIONAL ASSOCIATION OF REAL ESTATE BROKERS

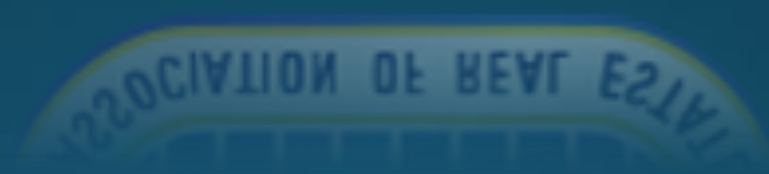
2020
MID-WINTER
Conference

FEBRUARY 8- 13, 2020

Discounted Registration Rates:
 \$299 Members
 \$399 Non-Members
 Through
 12/31/2019

Purposeful EV
 Powerful Speech
 Relevant Educational
 Unparalleled Network
 Unprecedented Business
 Development
 Amazing Venue
 & Fun!

MIRAGE LAS VEGAS HOTEL ♠ LAS VEGAS, NV ♠ Register at: NAREB.COM/EV




MID-WINTER CONFERENCE

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**a trip to the
February 2020
NAREB Mid-Winter
Conference in
Las Vegas!**



Donnell WILLIAMS
President, NAREB



Mayarani SMITH
Region II RVP
Membership
Co-Chair



Sherita MCCRAY
Region VII RVP
Membership
Co-Chair

**NAREB National President
Donnell Williams has declared WAR
on the decline of Black homeownership in
America! With this issue at the forefront of his
agenda, the Regional VPs & Membership
Committee are tasked with helping each REALTIST**



Realtist Week 2019

April 7 - April 13

CHECK FOR EVENTS WITH YOUR LOCAL CHAPTER



REALTIST WEEK 2020

April 19- April 25



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NATIONAL ASSOCIATION OF
REAL ESTATE BROKERS, INC.

2019

SPRING POLICY

CONFERENCE

CRYSTAL GATEWAY MARRIOTT
1700 JEFFERSON DAVIS HIGHWAY
ARLINGTON, VA 22202

MAY 8-11, 2019

WWW.NAREB.COM | NAREB@NAREB.COM

SPRING POLICY CONFERENCE



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73RD ANNUAL CONVENTION
NAREB 73rd Annual Convention – DETROIT, MI –
August 9th – Aug 16th, 2020
DETROIT MARRIOTT at the Renaissance Center
400 Renaissance Dr W,
Detroit, MI 48243

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CONGRESSIONAL BLACK CAUCUS



CONGRESSIONAL
BLACK CAUCUS

Conference
2019

SEPTEMBER 11 - 15

**SHIBA FORUM & RECEPTION
SEPTEMBER 12**



**EMBASSY SUITES BY HILTON
WASHINGTON D.C. -**

**CONVENTION CENTER
900 10TH STREET NW
WASHINGTON, DC 20001**

(4 minutes walking distance from venue.)



**DONNELL WILLIAMS
NAREB NATIONAL PRESIDENT**

\$269 KING & DOUBLE SUITES

\$289 TRIPLE SUITES

- COMPLIMENTARY FREE INTERNET IN SLEEPING ROOM
- COMPLIMENTARY MADE TO ORDER BREAKFAST EVERY MORNING AT FINN & PORTER RESTURANT
- COMPLIMENTARY EVENING RECEPTION WITH COCKTAILS & SNACKS EVERY NIGHT AT THE COMP BAR
- SPACIOUS PREMIUM SUITES WITH KING BEDS, LIVING ROOMS, REFRIGERATORS, MICROWAVE & 2 HDTVS



CALL 202.739.2001 PRESS OPTION 1
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WWW.NAREB.COM

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NAREB IS SOCIAL!

**Thank you for joining the
National Association of Real
Estate Brokers!**

**We are conduits for helping
consumers to
“Reimagine the Dream of
Homeownership!”**



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