

Investing in your future

NVAR President staunch advocate for Silver State's REALTORS®

BY DAN ECKLES

NVAR Communications

Like so many of his Realtor® colleagues, it took Greg Martin a few years to find his true professional calling – real estate. Martin got his Nevada real estate license in 1998 after a tour in the Navy and professional stints with the railroad, mining and commercial construction.

Now at 61, and with nearly two decades of being a real estate professional under his belt, Martin says being a Realtor® is the best job he's ever had. He said it's rewarding to help homebuyers make what's often the biggest purchase of their lives.

"One of the most important things we do is helping our clients and customers with the opportunity to reach homeownership," Martin said. "There is no better feeling than giving the keys to first time buyers, knowing you've just handed them the pathway to their dream. Their home is where they'll grow as a family, raise children and build memories. It's very rewarding."

The Elko native has found rewards in giving back to the profession that has given so much to him as well. Many of those feelings are rooted in Martin's participation in *LeadershipNVAR* in 2001. Martin was a member of the second-ever class of *LeadershipNVAR*, the state association's annual signature program promoting professional growth and leadership in a select group of Realtors® statewide. The program helped spur Martin into leadership on both the local and state level and he's been working among those ranks ever since.

Martin was President of the Elko County Association of Realtors® in both 2004 and 2013. He served as



Long-time Elko Realtor® Greg Martin, the 2017 NVAR President, talks about the importance of Realtors® investing in RPAC during RSAR's Ed Expo event in May.

NVAR's treasurer in 2015. He was President Elect in 2016 and is the current state president, the first Elko County resident to hold that distinction since Bert Gurr in 1995. Additionally, Martin has been a trustee and dean for *LeadershipNVAR* on multiple occasions.

"My first venture into leadership was in the NVAR leadership academy," Martin said. "Through my experiences in leadership, I just realized how important it was for us as Realtors® to become aware of the impact and reach we can have when we act with one, cohesive voice."

That one voice Martin alludes to is RPAC, the Realtors® Political Action Committee, which raises funds to support political candidates who support real estate issues. Martin has had success promoting investment in the program at his local Elko association.

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impact we can have ... We have to promote private property rights and ensure that customers have the opportunity to fulfill dreams of home ownership. These are things our country was founded on in the 1700s and are directly related to the freedoms we have today."

With 2017 having reached its midway point, it's hard for Martin to believe his term as President is half over. But while he may have just six months left as NVAR President, don't tell Martin he can put it in cruise control and ride downhill for the rest of 2017.

"The first six months have been largely legislative-focused," Martin said, alluding to the Silver State's recently concluded 2017 Legislative session. "That has been extremely

time-consuming. So now that it has come to an end, I can refocus on the last six months of my term, concentrating on doing everything I can to move our industry forward and enhance our member benefits."

One thing is for sure. NVAR is moving forward thanks to the leadership of Martin and what he calls a highly committed and cohesive board of directors.

"I really feel one of our strengths as an association is we understand we're here to do hard work on behalf of our members and have some fun as well," Martin said. "That balance promotes camaraderie in our group. Everyone in our BOD group respects one another. There's a tremendous amount of trust, and for me, there's no better opportunity to run a meeting when you know others have your back and you have theirs. I'm just the lucky guy that gets to sit at the head of the table."



Greg Martin shares some professional insights with members of the *LeadershipNVAR* Class of 2017 during the group's Program #2 in Reno last month.

"Through my experiences in leadership, I just realized how important it was for us as Realtors® to become aware of the impact and reach we can have as a state and at the national level when we act with one, cohesive voice."

Greg Martin
2017 NVAR President

"It takes a team effort," Martin said. "Through my experiences, it's become apparent that as we grow in leadership, we must understand the

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