

Real Estate TODAY



REALTOR® profile

Brody Nash

REALTOR®
Salesperson
Century 21

Brody Nash is a Realtor at Century21 where he works hard to serve his clients.

Throughout his career he has dedicated a lot his time and efforts to the Huntington Board of Realtors. He has sat on and chaired different committees and volunteered for numerous events put on by the HBOR. Brody is currently working on his GRI and is always willing to help when called on.



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Admiration, Concern, RESPECT

by Jeff Maddox, WV Association of Realtors, President 2020

The pondering and procrastination that has lead up to writing this article has been extreme. What do you say about what our state and nation has been through? How many times a day do you hear; Uncertain Times, Unprecedented Situation, Anxious Moments Ahead? If we as individuals and as a Realtor body are not well informed about the current pandemic and the aftermath ahead, we may need to check our sources of information?

Words cannot properly express the **Admiration** that I have for our membership; the approximate 2,800 individuals that make up WVAR. It is said that **Respect** is a feeling of admiration and warm approval; my friends that pretty much hits the nail on the head for me. The brave actions of our members, while attempting to serve our clients whose needs in many cases did not go away, has been inspiring. Once we were designated as an Essential Service provider by Governor Justice, we had the

opportunity to continue to work, to perform our duties while following all prescribed safety guidelines. One of the greatest challenges has been the **Concern** we have for our safety and the safety of others around us. The duty of **Care**, has been all important and continues to be. Care for ourselves and Care for those around us as well. What do they say, "People don't Care how much you know until they know how much you Care." A truer statement has never been spoken and as we know, Care is shown by taking the proper precautions while performing our duties.

As President of our organization, I've felt compelled to find ways to lead, comfort and inspire; it is a challenge. It is important that we have a **compelling message**. We all hope that the current crisis will come to an end soon, that the world will get back to "normal," and that we all will be able to pursue our careers and lives with optimism. So, we have to chart a path forward. Not an

easy task... We simply must have **Confidence** that everything is going to be alright. Not if our lives will ever be back to normal, but the optimism of when they will get back to normal. Preparation for tomorrow is key at this time, setting the table for what's next, you have to develop a plan. The **Balance**, we must be poised to recognize and acknowledge the downside of events but balance that with optimism about the future. We must have the ability to respond appropriately to what's going on without conveying negative emotions that may cause people to question our objectivity. During a time when we are living in a vulnerable society, we must be **Tenacious**; we cannot be overwhelmed by the challenges but tenacious in finding resolutions. So, in part our quest is to become Long Term Thinkers; not only seeking solutions for today and tomorrow but for months and years ahead. It is the difference in being one that is responsive and not

reactive. We can't always wait until bad things happen before we take action. Those that are tenacious don't give up just because the solution is not immediate, be determined to see things through to the end. We must, many people depend on our ability to overcome obstacles while assisting them in reaching their real estate goals.

Lastly, I will tell you that I have been burdened during this time not only as the WVAR President but as a Wayne County Commissioner. With the CoVid Pandemic affecting all of our lives, each of us have been forced to become resourceful in finding new ways to assist our Clients and those that we care for. We are surrounded by HEROs, and I thank the LORD for the brave front line workers and first responders that have allowed us to carry one. My point is this; be safe and keep things in perspective. This too shall pass, for the great majority of us, hopefully soon.