

## **A Message from 2021 DAAR President, Nancy Pav**

Dear DAAR Members,

My name is Nancy Pav and I'm proud to be serving as your 2021 DAAR President. The entire 2021 Board of Directors (BOD) was installed in a virtual setting on December 14, 2020. We look forward to being your Association leaders this year.



While most of us want to forget 2020, there are so many business practices from last year that we can continue to implement into our day-to-day routine. We adapted to so many ways of doing business so that we could elevate our client experiences. We can continue to leverage Zoom to meet with clients in special circumstances, such as inclement weather situations or illnesses. Many of us have used virtual showings for our out-of-town clients, but 2020 gave us the experience we needed to become experts on those virtual platforms. Because of the impact we have on our community, we have to continue to evolve and innovate.

As REALTORS®, our business is an integral part of Loudoun County and our communities. 2020 showed us that when everything else was shutting down, real estate was deemed essential. REALTORS® worked to ensure that the dream of owning a home could still be possible, even in a global pandemic. 2020 also helped highlight what really matters – taking care of ourselves, each other, and moving towards a more inclusive direction.

REALTORS® take direction from the NAR Code of Ethics. Though 2020 brought uncomfortable moments of reflection, NAR addressed those by extensively updating the Code of Ethics and Professional Standards.

In standing with those updates, REALTORS® are prohibited from using harassing speech, hate speech, epithets, or slurs based on race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity the provision of professional services and in employment practices. If you have not already done so, please familiarize yourself with the [changes](#). I encourage all members to take the new [NAR simulation training](#) by visiting the virtual town of [Fairhaven](#), which confronts discrimination in the home-buying process.

To help our Association meet those changes, DAAR implemented a new Committee, the Diversity & Housing Initiatives Committee. This Committee explores how businesses

and governments respond and adjust to diversity and inclusivity issues within our communities and will have an immediate impact to DAAR's initiatives. With more volunteers serving on our 2021 Committees, than in the previous years, there is no doubt we will achieve all DAAR's goals and more.

We worked so hard in 2020 to hit our own personal goals – everyone deserves a little, or a lot, of recognition. DAAR's [2020 Award Nominations](#) season is open! Be sure to nominate yourself and your peers for the amazing accomplishments.

In closing, I want to personally thank Barry Taylor, your 2020 President, for stepping up and going above and beyond for DAAR. He played a major part in helping the Association through such an unprecedented year. He greatly assisted in setting DAAR up for success in 2021. Next time you see him, give him a shoutout for a job well done.

I look forward to leading DAAR this year with the rest of the Executive Committee and Board of Directors. Please reach out to me with questions or suggestions at [president@dullesarea.com](mailto:president@dullesarea.com).

Sincerely,

A handwritten signature in black ink that reads "Nancy Pav". The signature is written in a cursive, flowing style.

Nancy Pav  
2021 DAAR President