

Congrats Dick you are now a Cadre, what's a Cadre?

A few weeks ago, I got a phone call from John Reilly Co-Founder of RealTown "The Real Estate Network", John, Saul Klein the other Co-Founder of RealTown and I have been business associates and friends for many years. Little more information about RealTown before I get into the phone call, RealTown has been around for over 20 years. They are dedicated to supporting the Real Estate Agent community through outstanding industry education. RealTown offers real estate agents, brokers and industry professionals clear insights into the best practices for working in the world of real estate.

Back to the phone call, John calls we exchange some conversation about life and he said the reason for his call is I have been selected to be a member of the RealTown Cadre! Now the word cadre isn't in my normal vocabulary so quickly I thank John and hit Google with "What is a Cadre". Here is what I found "a nucleus or core group especially of trained personnel able to assume control and to train others broadly". I am very proud of my multitasking skills when under pressure as I talked with John for 10 seconds and I don't think he knew I had no clue what a cadre was, guess he does now!

John goes on to say RealTown is interested in publishing some of my articles and next steps for submitting my bio and picture for the "Cadre". We end our conversation and by now I am on the RealTown website [www.realtown.com/the-cadre](http://www.realtown.com/the-cadre) looking at who else is a fellow cadre. As I scroll down the page I see 15 people that I know, worked with in the past and respect! I think to myself wow what an honor to be included in this group!

It has been an exciting year for me so far in 2019! Along with the honor of being called a cadre I was recently named "National Director of Seminars" for the New Home Co-Broker Academy. Currently the academy has 12 live seminars on the schedule and more in the pipeline. Dick Betts is a Cadre, I was one before I knew what one was!