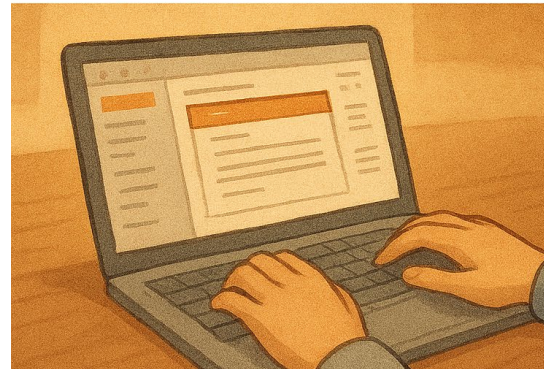
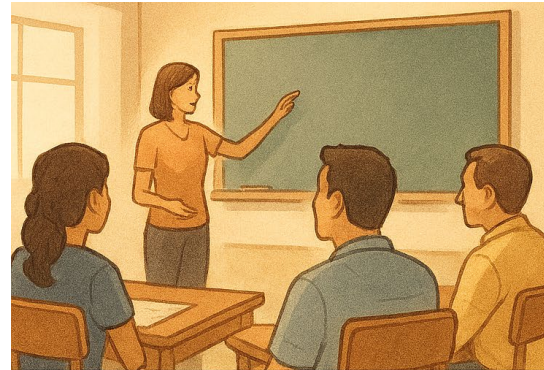


Integrating Radon Testing into Nevada Real Estate Transactions: A Success Story

Presented by: Chris Kelly
Senior Program Coordinator
University of Nevada, Reno



Introduction



The Challenge



No regulatory support in Nevada



Limited awareness in realtors



Voluntary testing and seller hesitation



Missed opportunities in home sales





Simple Steps

PROCESS FOR GETTING RADON TESTING ADDED TO NEVADA REAL ESTATE FORMS



IDENTIFY THE NEED



RESEARCH & GATHER DATA



BUILD PARTNERSHIPS



ENGAGE WITH
REAL ESTATE DIVISION



DRAFT PROPOSED
FORM LANGUAGE



EDUCATE & ADVOCATE



SUBMIT FORMAL PROPOSAL



FOLLOW UP & COLLABORATE



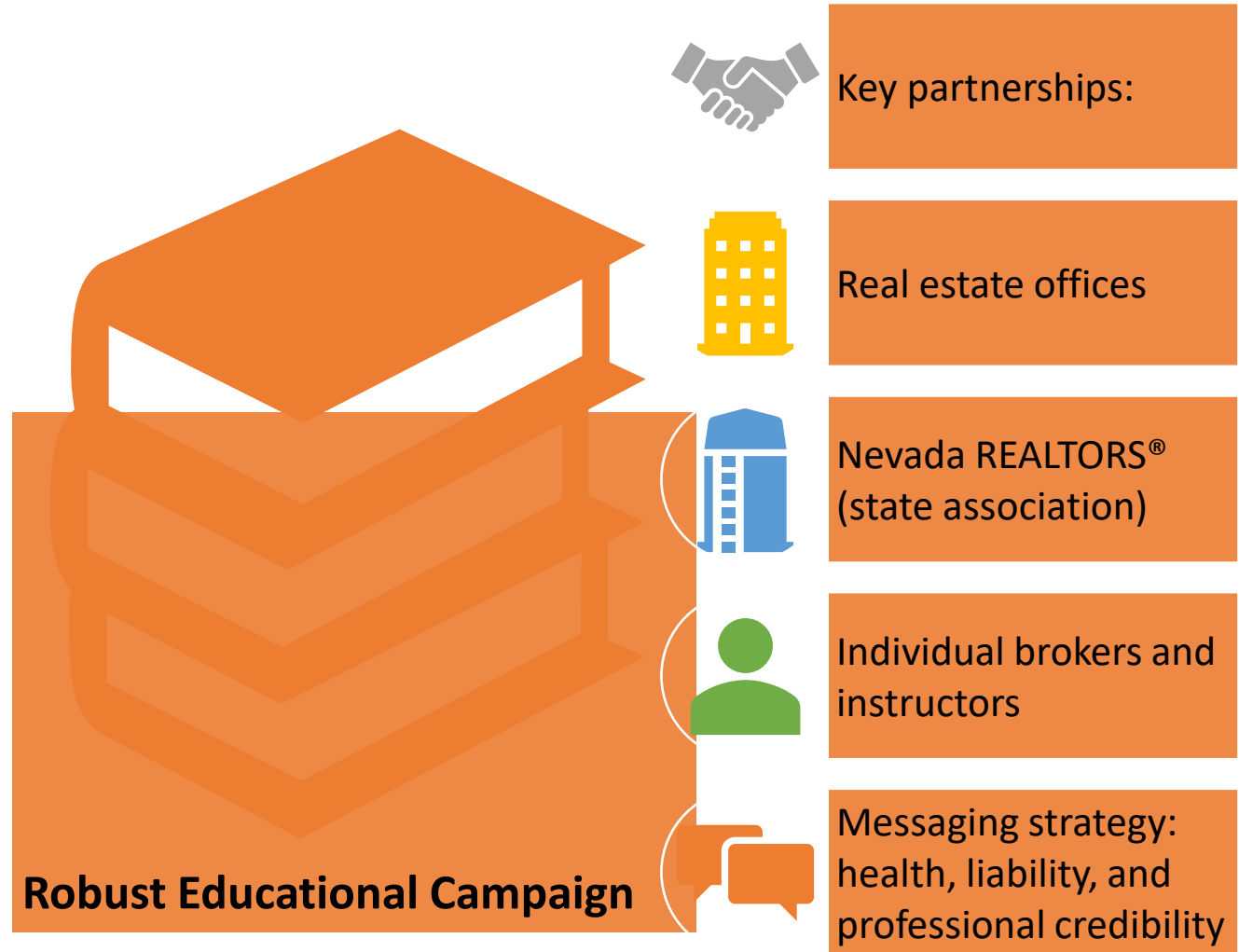
PROMOTE THE CHANGE

Caroline Sarda

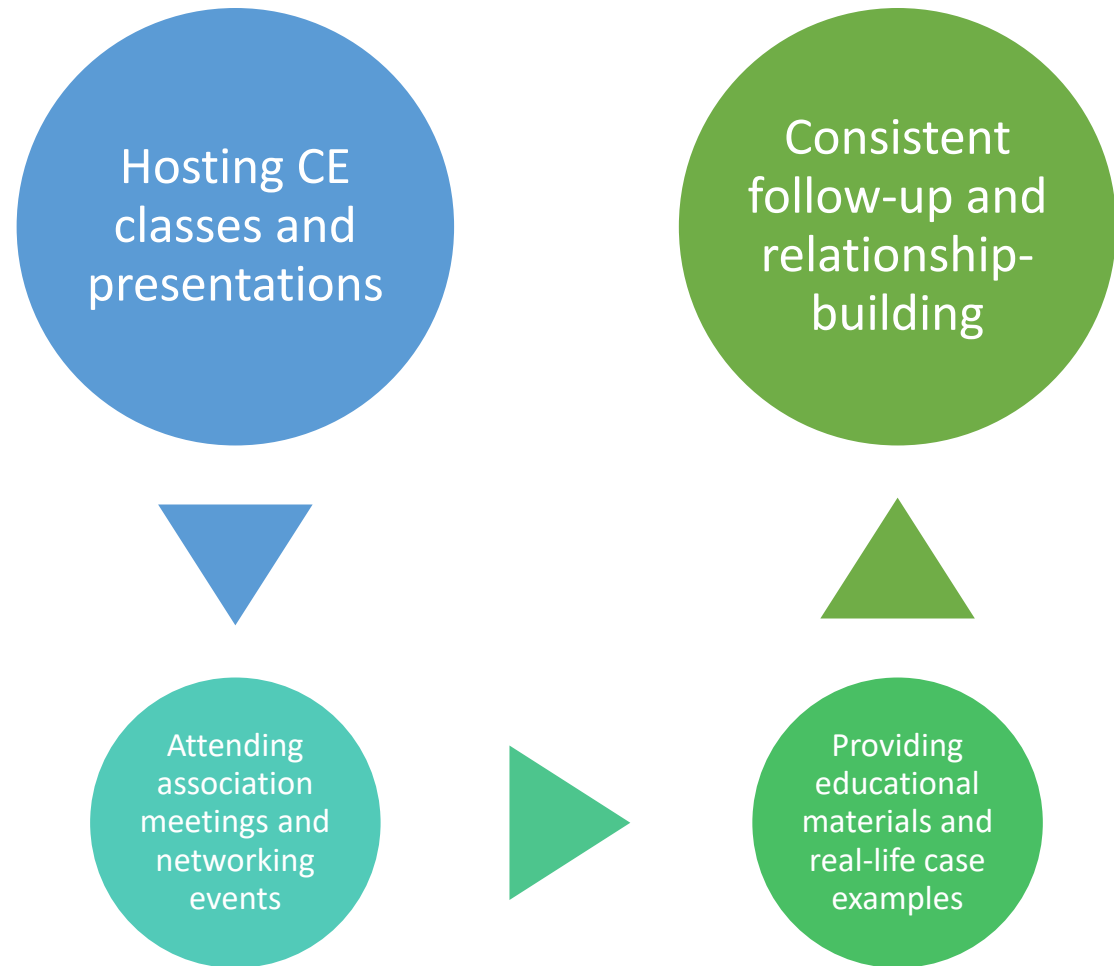
Real Estate Agent, Garnerville, NV - RE/MAX

"I learned more about radon in Chris Kelly's one hour radon education class than I've learned in six years. I am immediately changing the way I approach the importance of radon testing during Real Estate transactions."

Building the Foundation



Making It Happen



Hands-On Education: 3-hour CE Class for Realtors



The Buy In



The Win

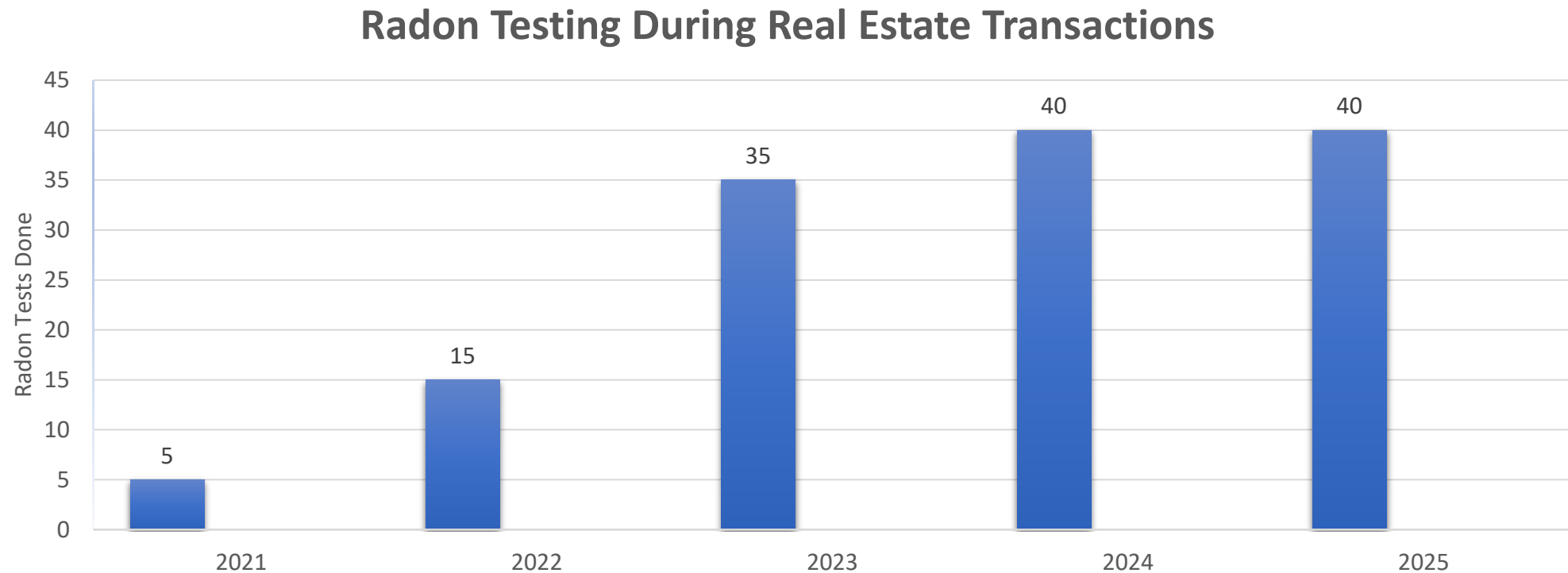
- ✓ Radon test checkbox added to the real estate purchase agreement
- ✓ Placement near the inspection section
- ✓ Increased visibility for radon testing
- ✓ Voluntary option with significant awareness impact



This form warranted by Curtis Albright | Decatur Mountain Realty, Inc. | 7757893038 | curtis@decaturmountainrealty.com

12 E. ADDITIONAL INSPECTIONS AND/OR CERTIFICATIONS: In the event an inspection reveals areas

Impact of Teaching CE Classes and Radon Checkbox added to Real Estate Forms



Lessons Learned & Recommendations



What worked – consistent education and advocacy, getting in front of the right people – decision makers

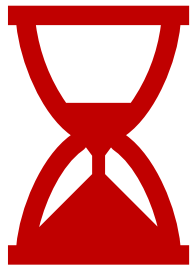


What to avoid – Negative Nellys,



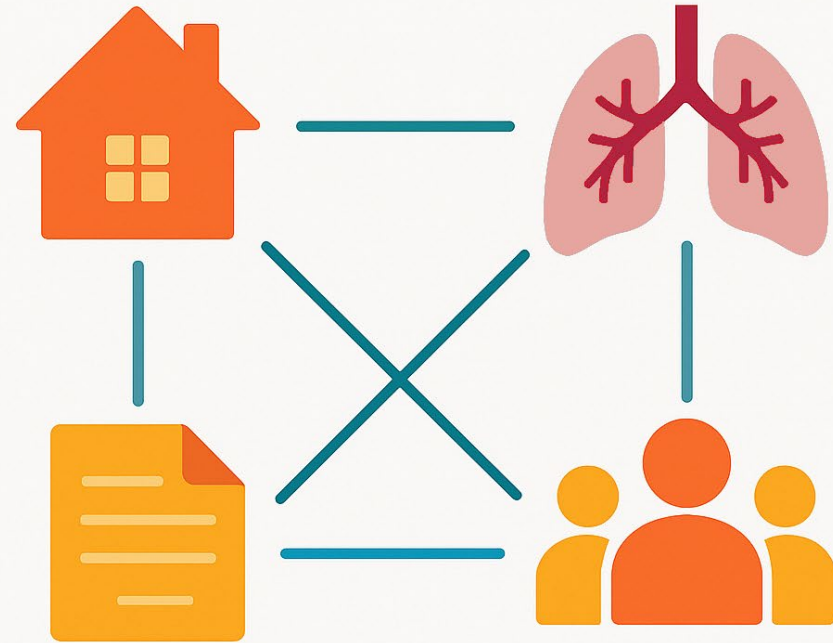
How others can adapt this approach in their own states

What/Who to Avoid



- **Chronic Naysayers**
 - Those who always shoot down new ideas without offering solutions
 - They can drain momentum and influence others negatively
- **People with No Stake or Authority**
 - If they aren't impacted by the change or can't influence the decision, they may slow you down or distract you
- **Gatekeepers Who Feel Threatened**
 - People who see change as a loss of control or status can become blockers. Approach them last after you have support.
- **Unreliable Allies**
 - Those who say “yes” but don't follow through can stall progress.

Connecting
people,
property, and
prevention
creates long-
term wellness



Connecting the Dots!

Q & A Discussion

- What strategies could work in your state?
- Who are the key partners for success in your state?
- How can we make radon testing part of every real estate transaction?



