

#26

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Page 1: GAAR Candidate Questionnaire - your responses will be viewable by the membership.

Q1 General Info:

Name: Jenn Cody
Firm Name: New Mexico Real Estate Group
Firm Address: 4015 Carlisle Blvd NE Suite D
City: Albuquerque
State: NEW MEXICO (NM)
Zip: 87107
Email Address: JennCody@NMRealEstateGroup.com
Phone Number: 5053313504
Year Licensed: 2005

Q2 Member Type: **Please select Designated REALTOR®/Participant if you are listed as the Designated/Qualifying Broker of your office.**
Designated REALTOR®/Participant

Q3 Have you been a REALTOR® member of GAAR for at least 3 years prior to this nomination? **Yes**

Q4 Do you have any Code of Ethics violations or non-compliance of a membership duty in the last 3 years? **No**

Q5 Are you applying for an Officer position? If so, which one? **Respondent skipped this question**

Q6 Are you applying for a Director position? **Yes**

Q7 If you selected "Officer" in question 5, have you served as an Officer or Director of GAAR or SWMLS within the past 5 years? **Respondent skipped this question**

2019 GAAR Candidate Questionnaire

Q8 If you selected "Officer" in question 5, prior to nomination, have you had at least 5 transactions that closed in the prior 12 months in which you represented a buyer, seller, landlord or tenant or performed an appraisal AND/OR are you a QB of at least 5 Brokers?

Respondent skipped this question

Q9 Years of REALTOR® Membership:

10-20
years

Q10 Please list all GAAR, SWMLS, RANM or NAR Committees or Task Forces you have been a member of: **Hint - you can find your GAAR/SWMLS Committee history on your Member Portal.**

GAAR Pro Standards Committee
GAAR Lockbox Selection task force
RANM Pro Education Committee
RANM Forms Committee

Q11 Have you participated in GAAR's Leadership Development Program?

Yes

Q12 Please list any REALTOR® Institutes, Societies or Councils in which you currently hold membership:

none

Q13 Please list any REALTOR® Designations you hold:

none

Page 2: GAAR Candidate Resume

Q14 What opportunities and/or changes do you see facing the current real estate industry and how do those affect the association?

Currently, I think our biggest challenge in our industry is education of the practitioners. Poorly educated brokers are typically the most challenging to work with. It negatively affects the association by creating more broker to broker issues.

Q15 How has GAAR impacted your business and is there anything else GAAR can do to benefit the membership more?

GAAR has encouraged professionalism with each member through forums, events and education. GAAR has supported Toastmasters which furthers the goal of Realtors working in harmony. Encouraging effective communication and furthering professionalism, in turn, elevates the level of service towards each other and the community.

2019 GAAR Candidate Questionnaire

Q16 In your own words, describe what the next two-years in the real estate industry will look like:

I feel that tech is going to be even more present in our industry. I think it will be a faster moving business with uniquely new challenges.

Q17 What leadership skills will be critical during this period and what education, experience, or training do you possess that would be beneficial on the Board of Directors?

Leadership is about listening to all sides of a situation pausing then reacting. Leadership is serving others. Leadership is acknowledging when you don't know something and investigating it to find out. Leadership is doing what is right for others when it may not be personally beneficial. Leadership is effectively communicating your thoughts. These definitions of leadership and much more I have learned from being a QB for over a decade.

Over my tenure in our field, I have accomplished many things. I have worked for large and small firms. I spearheaded and managed a tech conversion at one of the largest brokerages in town. I have owned three real estate companies; one which was acquired. I have also completed Leadership training at GAAR. For those reasons, it would be beneficial to have me as a board member.

Q18 Tell us a little about yourself and why you would like to serve on the GAAR Board of Directors:

GAAR has supported me as a member for so long. I feel that it is time for me to give back to GAAR.
