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

Q1 General Info:

Name:	Jerry J Garcia
Firm Name:	Keller Williams Realty
Firm Address:	6240 Riverside Lane Suite 100
City:	Alb
State:	NM
Zip:	87120
Email Address:	newmexicohomesjg@gmail.com
Phone Number:	505-269-4046
Year Licensed:	1994

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?

YES – I have had at least 5 transactions that closed in the prior 12 months

YES – I am a QB of at least 5 Brokers

Q9 Years of REALTOR® Membership:

**20-30
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.****

BOD1201-01-2012 Board of Directors D1 01-01-2012 12-31-2012
BODT1201-01-2012 2012 Board Training M 01-01-2012 07-31-2012
PSC1101-01-2011 Professional Standards 01-01-2011 03-31-2011
PSC1001-01-2010 Professional Standards C 01-01-2010 12-31-2010
PSC0901-01-2009 Professional Standards VC 01-01-2009 12-31-2009
PSC0801-01-2008 Professional Standards M 01-01-2008 12-31-2008
PSC0701-01-2007 Professional Standards M 01-01-2007 12-31-2007
PSC0401-01-2004 Professional Standards M 10-01-2004 09-30-2005
LD020101-01-2001 2002 LEADERSHIP PARTICIPANTS M 10-01-2001 09-30-2002

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:

Residential Real Estate Council - CRS

Q13 Please list any REALTOR® Designations you hold:

CRS, GRI

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?

The continuing effort to protect our information, which in turn drives the real estate industry, Companies like: Target, Lowes, Zillow They are no longer asking for you to introduce their products to your customers. They're now buying the tools we're using to gain access to our data without our permission. If Someone else has our data and knows more than we do, who's really running our business. Zillow just bought Dotloop, Realtor.com purchased Top Producer, Fidelity purchased CINC, SkySlope, Pacific Union & other companies.

2019 GAAR Candidate Questionnaire

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

The 2018 year has been very strong for GAAR, Bringing on-line/live training, new tech classes to members, and a leadership that continues to be innovative for its members.

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

The SWMLS markets will experience another shift, currently membership is growing, yet within 2-3 years I believe we feel the effects of another changing market. How can we bring information to Realtor members to prepare their business...

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?

A leadership that can be forward thinking & open to change, Leadership with an understanding of working and developing Membership through the generations. I am that individual. 24 years of Real Estate experience, QB licensed, managing an office of 250 Associates and growing, working daily & hearing concerns from the public & associates. Involved directly with company training, committees and team building. over 8 years of supervisory management experience. Under the direction of Debra Davis (2010) was a member of the Ombudsman Program Task Force. At which time we also initiated a Professional Standards Task Force Initiative: In which strengthening the professional ethics and effective management of Professional Standards' cases, which are essential factors to maintaining member and consumer confidence in REALTORS.

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

Participate with great leaders of our industry, members like myself that want to make a difference in guiding Realtor members with their business's to be successful. Born and raised in Alb, youngest of 6, learned to understand that change is an asset and an opportunity for growth. I enjoying helping others be successful.
