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**COMPLETE**

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

**Q1 General Info:**

**Name:** Don Martindell  
**Firm Name:** American Realty  
**Firm Address:** 1111 Alameda Boulevard NW Suite H  
**City:** Albuquerque  
**State:** New Mexico  
**Zip:** 87112  
**Email Address:** cameron@casadon.com  
**Phone Number:** 505-263-7618  
**Year Licensed:** 1983

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

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

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

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

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

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**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**

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## 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:

>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.\*\***

GAAR President, GAAR Vice President, GAAR President Elect, GAAR Director, SWMLS President, SWMLS Secretary/Treasurer, SWMLS Director, National Association of Realtors Director, National Association of Realtors MLS Committee, Pro Standards, Equal Opportunity and Housing, RANM Forms Committee, Mediation Committee, Member Relations Committee, Multiple Nominating Committees, RANM Issues Advocacy Fund Committee, RANM Strategic Planning Committee, RANM Director

**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:

ABR, SRES, CRS

**Q13** Please list any REALTOR® Designations you hold:

ABR, SRES, CRS

### 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?

There will be many opportunities and changes in the coming years. There are many new Real Estate business models becoming available to Brokers that will give Brokers options on how to conduct their business. This will create opportunities for Brokers to have a choice and to choose a business model that fits their personality. There will be more Board mergers and consolidations. The team concept will continue to grow. To stay relevant, Realtors must strive to increase their professionalism and to provide outstanding service to their clients and customers. Realtor/Brokers will be consultants. There will be additional technology that will assist Brokers with their Real Estate Practice. The Association will need to consider all the above to ensure it provides the necessary services that its members want and need.

## 2019 GAAR Candidate Questionnaire

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

GAAR has been an incredible resource of valuable information and education as well as providing an amazing MLS system, Lock Box system, and created an environment of cooperation and good will among its members. GAAR needs to continue to raise the bar to ensure it continues to provide outstanding service to its members.

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

Exciting, fast paced. The fast exponential explosion of change and innovation in technology will be crazy and amazing. Different types of businesses entering the Real Estate Industry. Higher expectations from consumers. Increased cost of housing due to increased costs of construction, labor, and more regulations impacting development. Moving back and forth from seller markets to buyer's markets. More Board mergers and consolidations. GAAR will need to be ready for industry change, be agile and positioned to anticipate and react to "change" as timely as possible.

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**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?

The following skills are important for future GAAR leadership. Vision, Communication, Reliability, Integrity, Team Player, able to make decisions and move forward, Positive Attitude. I bring many years of experience working and volunteering on numerous committees and serving as President of both SWMLS and GAAR. I have been a Qualifying Broker in the Albuquerque Metro area for over 30 years as well as actively listing and selling real estate. It is extremely important to encourage and bring in new diverse leadership. With that said, I strongly believe there needs to be experienced seasoned leaders to bring continuity and consistency to the Board, and to give insight and input to the new and upcoming members that will be leading our organization into the future. I sincerely believe I can serve that role.

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

First and foremost, I am a Father and Husband. My wife Dee and son Cameron are my life's passion. Native New Mexican. Second generation Balloon Pilot – Mom was the first! Little League Baseball Coach. Owner, Designated-Qualifying Broker of American Realty for nearly 30 years. Member of GAAR, RANM, NAR for over 30 years. Served our Board in multiple capacities dating back to the 1990's. Why do I want to serve as a Director? I have seen our Board through tough times and good. In my humble opinion, due to amazing past individuals in GAAR leadership and an outstanding staff, GAAR "The Association" has never been on a stronger foundation with abundant and unlimited possibilities than anytime in the history of the organization. This is an amazing organization that gives back to the community in numerous ways and does a tremendous job of providing outstanding service to its members. Anyone that knows this organization as well as I do, couldn't help but want to be a part of the leadership. I know in my heart that I can provide energy, experience, and passion to this wonderful organization over the next two years. GAAR is Great! Sincerely Don Cameron Martindell

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