

## GAAR Candidate Resume

Name: Daniel Martinez

Member Type:  Qualifying Broker  Associate Broker

Firm Name: Berkshire Hathaway HomeServices Allstar, REALTORS®

Address: Berkshire Hathaway HomeServices Allstar, REALTORS®

Phone: (505) 610-7827

Email: allstarrealtor@gmail.com

1. Have you been a REALTOR® member of GAAR for at least 3 years prior to this nomination?

YES

NO

2. Do you have any Code of Ethics violations or non-compliance of a membership duty in the last 3 years?

YES

NO

3. Are you applying for an Officer or Director position?

OFFICER (President-Elect, Vice President)

DIRECTOR

4. If you selected "Officer" in question 3, which position are you applying for?

PRESIDENT-ELECT

VICE PRESIDENT

5. If you selected "Officer" in question 3, have you served as an Officer or Director of GAAR or SWMLS within the past 5 years?

YES

NO

6. If you selected "Officer" in question 3, prior to nomination, have you had at least 5 transactions that closed in the prior 12 months *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

NO

**1. REALTOR® Designations:**

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**2. Number of years licensed: 14**

**Years of REALTOR® Membership: 14**

**3. Have you ever been a Member of, or Chaired, a Committee or Task Force at GAAR, RANM, NAR, SWMLS or Other?**

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**4. Have you participated in GAAR's Leadership Series?    YES   X   NO**

**5. List any REALTOR Institutes, Societies, or Councils in which you currently hold Membership:**

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**6. In the appropriate space, indicate approximate percentage of your time that reflects your business**

- Single-family Brokerage:   100   %
- Appraising:        %
- Counseling:        %
- Farm & Land Brokerage:        %
- Commercial Brokerage:        %
- Mortgage Financing:        %
- Industrial Broker:        %
- Securities Brokerage:        %
- Building & Development:        %
- Property Management:        %
- Other:        %

**7. Service as an elected Officer or Director required attendance at Board of Director meetings.**

**Regular attendance is necessary for understanding Association business. If elected, will you attend the regular meeting of GAAR as an Officer or Director?   X   YES        NO**

**If No, please explain:**

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## GAAR Candidate Questionnaire

### 1. What challenges face the current real estate industry?

The biggest challenge right now is becoming me from past 7 years it has been a really tough time to be in this business so we need to understand the length of time for recovery and I understand that it will be another couple years before the market really turns around so we have to hang in there....

### 2. What challenges face the Association?

The biggest challenge is all the changes that we've had in the past few years as well as economic collapse we've had a lot of technological changes that we need to adjust and adapt to so we just have to make sure that the agents old and new are dedicated and understand how powerful these tools are for a business to stay ahead of the curve.

### 3. How do you feel GAAR could be more relevant to our members?

So far so good I really AM proud to say that they were the three best ranked website in America and I think its running the best as you can and we just have to fine tune a few things but just keep up the integrity and power that we have for the past 30 years.

### 4. Name one problem you find with GAAR, and how would you fix it:

I think we could do a lot more communicating events and having more classes with an education card. Make sure the price of classes is competitive to all the rates that our other schools are charging.

### 5. Describe the role of the Board of Directors of the Greater Albuquerque Association of REALTORS?

This is where I am green because I've never done the board of the directors for the greater Albuquerque association of Realtors and I am willing to learn follow the lead and hopefully get the support from agents that have done this before.

### 6. What do you feel will be unique about the 2015/2016 time frame?

What is unique about the 2015 2016 time frame is that we are to tell and we're economical decline had from 2007 and they said it would be 10 years for recovery and we are starting to change a little positive direction and that is definitely exciting to start from the ground up.

### 7. What leadership skills will be critical during this period?

Being a leader in the times that we have now is especially important for the struggling agents and realtors and community. There wasn't one business or entity that was not affected from the collapse and we just have to keep positive move forward to get things and headed in the right direction.

### 8. What education, experience, skills or training do you possess that would be beneficial on the Board of Directors?

I have customer service training background from T-Mobile which is help to me in the technology field. My main background is the restaurant and hospitality business and manage several hotels and have been a part of that business my whole life since I was 5 years old. I

believe in a military-style management that has structure and also a strict dress code to run a business. I think that is very important. Volunteering is huge and I have had to coach baseball teams and leagues for the past few years and now that my son is in high school I have more time to spend volunteering with the Board of Realtors.

**9. Given the challenges that face the Association, why would you want to be a Leader?**

I have had several peers colleagues and friends reach out to me and asked me to do this I think that the leadership skills that I have to my past experience work history can really help educate and train and mentor new agents in this business as well as agents have never had the type of background that I have I could share with them and be happy to teach them anything that I have learned over the years.

**10. Additional remarks by Candidate:**

Again I really appreciate the opportunity and look forward to the time that I will be volunteering to make this place a much better membership and also most of all is create new friends.