

GAAR Candidate Resume

Name: Don Martindell

Member Type: Qualifying Broker Associate Broker

Firm Name: American Realty

Address: 12300 Loyola Avenue NE

Phone: (505) 263-7618

Email: Cameron@casadon.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:

ABR, CRS, SRES

2. Number of years licensed: 30

Years of REALTOR® Membership: 30

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

Yes

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

Have applied for upcoming Leadership Series

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

CRS

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

- Single-family Brokerage: 90 %
- Appraising: %
- Counseling: %
- Farm & Land Brokerage: 7 %
- Commercial Brokerage: 3 %
- 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:

GAAR Candidate Questionnaire

1. What challenges face the current real estate industry?

Serious economic and employment issues facing the entire country. Unstable property values. Lack of a strong housing market recovery. The enormous amount of time required to consummate sales on distressed properties. Industry and Technology Change. More importantly, the extreme speed of change. How do we as an industry and profession keep up with the exponential speed of change.

2. What challenges face the Association?

1. To maintain the outstanding service the GAAR Association and its staff supplies to the Members.

2. To ensure the Association is providing the most relevant programs and services to its Members.

3. To ensure the local Association is working cohesively with the State and National Boards.

4. To keep the Association members informed on the ever changing trends in the real estate industry.

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

To promote the outstanding service the Board provides its Members. Let the Members know what an outstanding staff GAAR employs and how professional they perform their duties. Inform and educate the Members of the many valuable benefits, tools and services the Association provides. Encourage greater participation from the members. I believe all of the above tasks are being performed. The current Board and Staff have built a solid foundation for the Association. It will be important for the incoming Board to build on this foundation.

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

The lack of interest in the GAAR organization by many of the members (not all). To utilize as many forms of communication as economically possible to promote the benefits and value of GAAR membership. I believe this problem has been clearly identified by the Association and systems are now in place to correct lack of interest and the "perceived" lack of value the Association provides. The "fix" – ensure the systems in place are relevant, continually updated and consistently and strategically implemented.

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

To ensure the Association is operating in an ethical and professional manner. To ensure the Association is financially sound. To ensure the Association provides exceptional service and valuable benefits to the members of the Association.

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

1. How the Association prepares to keep up with industry changes.

2. How the Association prepares to keep up with the speed of technology change.

3. The enormous amount of uncertainty in economy and the housing market and how it will effect the Association and the majority of its members.

4. The wonderful opportunity to build on the solid foundation that is in place at GAAR.

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

Vision, Communication, Reliability, Integrity, Team Player, Positive Attitude, able to make decisions and move forward.

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

I bring 30 years of experience as a Real Estate Broker and Realtor in the Albuquerque Metro area. I have worked as Qualifying Broker for over 25 years and I am the majority owner of American Realty. As a volunteer I have served the Realtor organization on Local, State, and National levels. I have served on the following committees: RPAC, Pro Standards, RANM Forms, Multiple Nominating, SWMLS Task Force, Director and Officer Positions with SWMLS, and a Director with GAAR.

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

I want to see our Association thrive and be a valuable asset to all GAAR Members. I believe it is an opportunity to provide experienced insight and shape the future of our industry. The corny but true reason: It is a way to give back to the profession and the organization that has been good to me. The selfish reason: It gives me the opportunity as an owner/broker of a real estate firm to stay current with major issues confronting my/our profession.

10. Additional remarks by Candidate:

I sincerely believe it would be a great opportunity and an honor to be selected as a Director of the Greater Albuquerque Association of REALTORS.