

1. REALTOR® Designations:

2. Number of years licensed: 21 Years

Years of REALTOR® Membership: 21 Years

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

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

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

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

- Single-family Brokerage: 10%
- Appraising: _____%
- Counseling: _____%
- Farm & Land Brokerage: _____%
- Commercial Brokerage: _____%
- Mortgage Financing: _____%
- Industrial Broker: _____%
- Securities Brokerage: _____%
- Building & Development: _____%
- Property Management: _____%
- Other: Managing Office 90%

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? YES NO

If No, please explain:

1. What challenges face the current real estate industry? I feel the biggest challenge facing our industry is Trulia and Zillow. We as an industry need to take back control of our listing inventory or at the very least set the rules to co-exist with "Truliow".

2. What challenges face the Association?

I feel the biggest challenge we face as an Association is to somehow get more of our membership involved with the programs we offer at the association. For some reason the bulk of our membership do not see the value we provide to them. There have been great strides made in this area, we just have to keep moving the checkers forward.

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

I think we should have a "road show". For instance, Melody could take Ombuds to different offices sales meetings to let offices know what is available. Being out in the offices would be a huge step in getting our value out to the masses.

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

Hmmm.....none come to mind.

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

To be good stewards of the trust the membership has put in us to guide our industry forward through all the changes that happen year to year.

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

The requirements that the National Association of Realtors has charged us with to maintain our charter. This appears to be a slippery slope we are coming up on. Remains to be seen how it will play out.

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

To remain informed to current events in our industry. To stay up to date on the information that is posted on NAR and RANM websites to see how it affects us locally and act in the best interest of our membership.

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

I have been an active member of GAAR for 21 years. I am a Qualifying Broker for Coldwell Banker Legacy, Certified Instructor for the New Mexico Real Estate Commission, I completed Ninja Sales Training, and a past director for GAAR.

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

It's not only the challenges that face the Association, but also the philanthropic aspect that intrigues me. This Association gives so much back to the community and I want to be a part of it.

10. Additional remarks by Candidate:

It has been my pleasure to serve on the GAAR Board of Directors the past 2 years and I would be honored to serve another term.

Thank you for your consideration.

Rosie Harmon