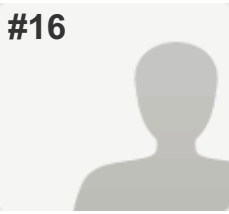


#16

**COMPLETE****Collector:** Web Link (Web Link)**Started:** Friday, August 21, 2015 8:20:19 PM**Last Modified:** Thursday, September 03, 2015 3:28:58 PM**Time Spent:** Over a week**IP Address:** 174.28.153.13

PAGE 1: GAAR Candidate Resume

Q1: Name:	Cornelia Schloss
Q2: Member Type:	Associate Broker
Q3: Additional Info:	
Firm Name:	Enchanted Homes Realty
Address:	9400 Holly Ave NE, Bldg 4
City/Town:	Albuquerque
State:	NM
ZIP:	87122
Email Address:	schlosshome@gmail.com
Phone Number:	505-948-4879
Q4: Have you been a REALTOR® member of GAAR for at least 3 years prior to this nomination?	Yes
Q5: Do you have any Code of Ethics violations or non-compliance of a membership duty in the last 3 years?	No
Q6: Are you applying for an Officer position? If so, which one?	<i>Respondent skipped this question</i>
Q7: Are you applying for a Director position?	Yes
Q8: If you selected "Officer" in question 6, have you served as an Officer or Director of GAAR or SWMLS within the past 5 years?	<i>Respondent skipped this question</i>
Q9: If you selected "Officer" in question 6, prior to nomination, have you had at least 5 transactions that closed in the prior 12 months and/or are you a QB of at least 5 Brokers?	<i>Respondent skipped this question</i>
Q10: Number of years licensed:	1-5 years
Q11: Years of REALTOR® Membership:	1-5 years
Q12: Please list all GAAR, SWMLS, RANM or NAR Committees or Task Forces you have been a member of:	
Community Relations Committee	
LEAP Committee	

Q13: Have you participated in GAAR's Leadership Series? No

Q14: Please list any REALTOR® Institutes, Societies or Councils in which you currently hold Membership: *Respondent skipped this question*

Q15: Please list any REALTOR® Designations you hold:

ABR

Q16: In the appropriate space, indicate approximate percentage of your time that reflects your business (must add up to 100%)

- Single-family Brokerage: 100

Q17: Service as an elected Officer or Director requires 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

PAGE 2: GAAR Candidate Resume

Q18: What challenges face the current real estate industry?

As always the uncertain economy and the backlash of regulations from the last turndown. Also as the economy improves, new brokers enter the market. The industry needs to assure adequate education and regulation for these new agents/brokers for their protection and the consumer's protection.

Q19: What challenges face the Association?

I wish the Association had some say in the making of these new regulations being made to protect the consumer because they are clearly made by people who do not understand the industry. Also as stated before there are many Realtors entering or re-entering the business and they need adequate education and regulations to protect both them and the consumers. Some trends indicate that more families will choose renting over home ownership. The Association can help educate and assure new families that home ownership is still advantageous.

Q20: How do you feel GAAR could be more relevant to our members?

I would like to see GAAR have a greater presence around the area, more accessible to the members. Maybe have workshops around the city and the outlying communities. Maybe discussion groups about different problems. I like the "how to" video clips being made. Offer advice and assistance in expanding the broker's business. I have noticed in the last year that as business improves the quality of the broker transactions is suffering greatly. A good transaction requires the broker to be on top of it from start to finish but I have noticed lately that they skim over the contract and turn it over to their assistant and mistakes are becoming the norm.

Q21: Name one problem you find with GAAR, and how would you fix it:

I think GAAR could get more involved in educating Realtors in how to handle multiple transactions and how to set standards for transaction managers.

Q22: Describe the role of the Board of Directors of the Greater Albuquerque Association of REALTORS®:

Keep the Association focusing on the Code of Ethics and assisting Realtors to maintain those Ethics.

Q23: What do you feel will be unique about the 2016/2017 time frame?

Improved economy will continue to increase the business and bring more Realtors into the business. More new families will consider rentals over homeownership. Implementing the new lender regulations.

Q24: What leadership skills will be critical during this period?

Organization, Time management, Process assessment

Q25: What education, experience, skills or training do you possess that would be beneficial on the Board of Directors?

25+ years as an accountant and financial analysis. Training, developing procedures and reconciliations for problems.

Q26: Given the challenges that face the Association, why would you want to be a Leader?

To keep me aware of the issues and in contact with the developments and to have input to the solutions.

Q27: Additional remarks by Candidate:

I have learned that change is usually a good thing and allows for growth and more opportunities. I like to be in front of the changes and not always on the receiving end. I like to know the why behind the rules. The best way to know the why is to be there in the decision making process.
