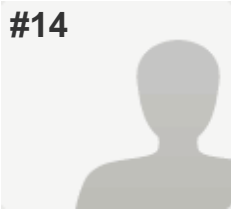


#14

**COMPLETE****Collector:** Web Link (Web Link)**Started:** Friday, August 28, 2015 5:28:38 PM**Last Modified:** Monday, August 31, 2015 1:40:37 PM**Time Spent:** Over a day**IP Address:** 207.251.52.252

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Q1: Name: John van Nortwick

Q2: Member Type: Qualifying Broker

Q3: Additional Info:

Firm Name: ERA Sellers & Buyers Real Estate
 Address: 3530 Wyoming Blvd. NE
 City/Town: Albuquerque
 State: NM
 ZIP: 87111-4435
 Email Address: johnvannortwick@sellersbuyersnm.com
 Phone Number: 5052174096

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? Respondent skipped this question

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? Respondent skipped this question

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? Respondent skipped this question

Q10: Number of years licensed: >30 years

Q11: Years of REALTOR® Membership: 10-20 years

Q12: Please list all GAAR, SWMLS, RANM or NAR Committees or Task Forces you have been a member of:

Served on the GAAR BOD for 1 year in 2013
 Served as Director for RANM for 1 year

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:

Respondent skipped this question

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?

We stand in a unique position as leaders for Greater Albuquerque's real estate industry at a time when Technology can act as a disruptor and as an enabler and at a point when our industry is facing disruption from outside sources. The competence and value of brokers and companies in this time is being challenged as we continue to support a low entry fee into our industry.

Q19: What challenges face the Association?

We must continue to build relevance and to deliver value to our members. We need to continue to push for more equitable representation on the state level.

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

We must cohesively determine the areas that bring value to us as a membership group and execute on that plan. One example at the moment: Consideration of the fairest and most cost effective way to manage lock boxes for the membership.

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

I think GAAR and the staff at GAAR have done a good job in the recent past. I see proactive engagement from GAAR on important topics for our membership as one area for improvement. We need to treat our members in much the same way our brokers treat their customers, with care, using technology for greater impact, and creating sustainable relationships.

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

The board must be aware of current and future issues that impact the association and its membership. We must facilitate communication of those issues and provide leadership to guide decisions that are beneficial to the Membership and Association.

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

Consideration of a national MLS and how we, at a local level fit into that evolution.

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

We must be the enthusiast and bold leaders that Albuquerque deserves. We must be willing to take a hard look at the threats and opportunities that can potentially embolden our industry. We need to continue to play an ever increasing role in New Mexico as our representation deserves.

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

I've been a licensed Realtor for more than 30 years. I'm currently licensed in New Mexico and Texas. As an owner of a regional family business, I can bring a unique perspective as both a national franchise member and as a previous independent brokerage.

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

I've had a long career in the industry and can bring the value of that experience to the Board. I also believe that I hold a diverse perspective that is necessary to engage the different dynamics that present within our Association. I am a keep technologist and strive to make things better in my office and this industry every day.

Q27: Additional remarks by Candidate:

Respondent skipped this question
