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**COMPLETE**

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## PAGE 1: GAAR Candidate Resume

<b>Q1: Name:</b>	Steve Murtha
<b>Q2: Member Type:</b>	Associate Broker
<b>Q3: Additional Info:</b>	
Firm Name:	Keller Williams Realty
Address:	6240
Address 2:	Riverside Plaza Lane NW
City/Town:	Albuquerque
State:	NM
ZIP:	87120
Email Address:	murtha.steve@gmail.com
Phone Number:	5059234660
<b>Q4: Have you been a REALTOR® member of GAAR for at least 3 years prior to this nomination?</b>	Yes
<b>Q5: Do you have any Code of Ethics violations or non-compliance of a membership duty in the last 3 years?</b>	No
<b>Q6: Are you applying for an Officer position? If so, which one?</b>	<i>Respondent skipped this question</i>
<b>Q7: Are you applying for a Director position?</b>	Yes
<b>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?</b>	<i>Respondent skipped this question</i>
<b>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?</b>	<i>Respondent skipped this question</i>
<b>Q10: Number of years licensed:</b>	>30 years
<b>Q11: Years of REALTOR® Membership:</b>	>30 years
<b>Q12: Please list all GAAR, SWMLS, RANM or NAR Committees or Task Forces you have been a member of:</b>	
SWMLS Nominating Committee Chairman 2013	
SWMLS Nominating Committee 2015	

**Q13: Have you participated in GAAR's Leadership Series?** Yes

**Q14: Please list any REALTOR® Institutes, Societies or Councils in which you currently hold Membership:**  
CRS, CDPE

**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:	90
- Farm & Land Brokerage:	10

**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

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**Q18: What challenges face the current real estate industry?**

The likelihood of the actual Realtor brand and it's ranks being diluted and what it represents--that's being called into question by RE licensees, who may decide to opt out permanently and operate outside of it's authority and mission statement.

**Q19: What challenges face the Association?**

GAAR still faces resistance and seemingly, competition from RANM on several key issues, and that threatens our ability to advocate for our membership, which constitutes approximately a full 50% of NM's Realtors. We should not be subjected to the vagaries of a parent association that would prefer to consolidate power away from it's core constituency.

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

GAAR needs to insert itself more visibly into the average Realtor's consciousness, in order to apprise the membership of the issues and trends that are critical to the future success and viability of every Realtor. The strong relationship between GAAR and it's SWMLS subsidiary needs to elevate the conversation and effective communication of same, so that every member has a more complete understanding of the advocacy that is undertaken behind the scenes, on a daily basis.

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

As per the above, the continuing goal and objective should be for GAAR to represent more than just a place where one sends their required dues and you go to pick up new lock boxes and attend continuing education classes. As good as the improvements to GAAR's outreach has been to it's members and the community it serves---there is plenty of room for expanding the role, value, and visibility of the Association and, it's members.

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

The Board of Directors and it's Officers deliver a mechanism by which policy and procedures enhances the value of it's members' services---which in turn increases the viability of our Realtors in the minds and hearts of our clientele. The Board effectively acts on behalf of membership and guides the process by which our brand and our services, justify and defend the value proposition we represent to our clients.

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

Change is the constant of our industry, that is dominated by the digital impact that our data transfer has on our customers and vendors. Well-informed and dedicated leadership is vital to fill the void for an approximate 3,000 Realtor membership that doesn't always have their fingers on the pulse of industry trends that evolve faster than ever.

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

Forward thinking that is not curtailed by the status-quo, and the experience of past leadership in a role that has guided the Association successfully to positive outcomes. The ability to listen, learn, and explore the potential for various solutions to problems and objectives as they occur.

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

I've been a full-time professional since 1982, and have witnessed and experienced a sea-change in the way business and brokerage in real estate has been conducted. My experience as a SWMLS Director and President (2012) that oversaw a successful transition to our current MLS vendor (FlexMLS), and my past two years as a GAAR Director---has provided me with a keen insight to industry trends and issues that most Realtors never even become aware of. My willingness to volunteer my time and experience, contributes to the larger collective of dedicated peers who also give their time to the decision-making process that is entrusted to them by the board's membership.

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

Because I am aware of the challenges, I feel it's imperative that well-informed and concerned individuals are the ones to steer the ship of GAAR on the proper course of action, and be able to weather the uncertain nature of our business in the future. Until I became actively involved in the leadership of our Association, I never had an inkling or clue as to the weighty challenges that our industry faced, which is unbeknownst to the majority affected. Now that I'm that much more aware, I feel it's vital for me to contribute, what I can.

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**Q27: Additional remarks by Candidate:**

Thanks for your consideration of my candidacy for the position of GAAR Director. I appreciate and am honored to serve my fellow GAAR members/Realtors.

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