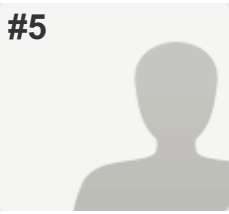


#5

**COMPLETE****Collector:** Web Link (Web Link)**Started:** Monday, August 03, 2015 6:43:24 PM**Last Modified:** Tuesday, August 25, 2015 10:21:52 AM**Time Spent:** Over a week**IP Address:** 73.26.61.95

PAGE 1: GAAR Candidate Resume

Q1: Name:	Susan Blackwell
Q2: Member Type:	Qualifying Broker
Q3: Additional Info:	
Firm Name:	Welcome Home Realty
Address:	8708
Address 2:	Warm Springs Rd NW
City/Town:	Albuquerque
State:	NM
ZIP:	87120
Email Address:	SusieHomeFinder@gmail.com
Phone Number:	505-400-0091
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:	<i>Respondent skipped this question</i>

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:	98
- Appraising:	0
- Counseling:	0
- Farm & Land Brokerage:	1
- Commercial Brokerage:	0
- Mortgage Financing:	0
- Industrial Broker:	0
- Securities Brokerage:	0
- Building & Development:	0
- Property Management:	0
- Other:	1

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?

1. Rapid growth of technology changing or taking over roles for Buyers, Sellers, and Realtors and potential risks or pitfalls.
2. Large number of Buyers with less than stellar credit.
3. The ability for some entities to not honor the MLS Listing details (Price, Commission, GRT, etc).

Q19: What challenges face the Association?

The mission of the Greater Albuquerque Association of REALTORS® is to enhance the REALTOR® profession and to advocate for private property rights.

1. GAAR faces many challenges in keeping pace with the demands of technology advancements without eliminating the value proposition associated with hiring a Realtor.
2. GAAR must also balance cost-vs- benefits as they work to make available the latest and the greatest technology and tools to Brokers at an affordable price.
2. Our Association will expend an enormous amount of effort supporting the value, benefits, and leverage available through private ownership. This demands an ongoing investment in education, man hours, and overall support.

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

GAAR could be more relevant to the membership by developing an intentional success model for the various life cycles in a Realtor's career, thus engaging them more fully in the association throughout their career path.

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

When GAAR engages the Realtor in a meaningful way, they enrich the relationship. Currently, GAAR provides lots of valuable information and Realtors often are overwhelmed and left feeling distant instead of valued as they are left alone to decipher and put the information to use.

A solution is for GAAR to supply more of a relationship with the Realtors and fashion the vast amount of information into useful tools or strategies to help the Realtor achieve personal success.

Develop teams to support various career stages for the members complete with the specific tools and resources needed to achieve identifiable success.

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

Oversee the direction of the association and guide the membership toward the association's mission.

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

Rise of property values, interest rates, and the advancement of technology and Big Data.

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

The ability to parse through the vast amount of information and hon in on the smallest of particles which will make an impact on the situation.

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

My background includes several decades of sales, marketing and communications in the Building Specialty Services, High Tech and Banking Industries giving me a very up close and personal understanding of the importance of performance based careers and creating long-term sustainable success.

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

My interest in joining the leadership comes directly from my family legacy. My mother, Patricia Blackwell, started a small independent real estate brokerage many years ago and as I walk in her footsteps I feel a responsibility to honor and protect the industry that paved a path for my family and so many others.

Q27: Additional remarks by Candidate:

I respectfully submit my resume and welcome any questions you may have. I can be reached at: 505-400-0091.
