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Q1

General Info:

Name: Shane Dolinski
Firm Name: Realty One of NM
City: Albuquerque
State: nm
Zip: 87
Email Address: shanedrealty@gmail.com
Phone Number: 505-720-3110

Q2 REALTOR®/Associate Broker

Member Type:**Please select Designated REALTOR® if you are listed as the Designated/Qualifying Broker of your office.**

Q3 Yes

Have you been a REALTOR® member of GAAR for at least 3 years prior to this nomination?

Q4 No

Do you have any Code of Ethics violations or non-compliance of a membership duty in the last 3 years?

Q5 Respondent skipped this question

Have you had any disciplinary actions from the New Mexico Real Estate Commission for any violations? If yes, please elaborate. If no, indicate N/A.

Q6

For which position are you applying?

Select one

Director

Q7

If you selected an "Officer Position" in question 5, have you served as an Officer or Director of GAAR or SWMLS within the past 5 years?

No

Q8

If you selected an "Officer Position" in question 5, prior to nomination, have you had at least 5 transactions that closed in the prior 12 months (August 1, 2022 to July 30, 2023) and/or are you a QB of at least 5 Brokers?

YES – I have had at least 5 transactions that closed in the prior 12 months

Q9

Number of years licensed:

1-5 years

Q10

Years of REALTOR® Membership:

1-5 years

Q11

Please list all GAAR, SWMLS, NMAR or NAR Committees or Task Forces you have been a member of: ****Hint - you can find your GAAR/SWMLS Committee history on your Member Portal.****

Current Vice-Chair of the G.A.P Committee,
ABCD Committee

Q12

Have you participated in GAAR's Leadership Development Program, NMAR's Growth and Involvement Program or any other leadership training?

Yes,
If yes, which one(s) and what year(s):
2022

Q13

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

REBI, SRS

Q14

Please list any REALTOR® Designations you hold:

SRS
CRET-S

Q15

What are your primary disciplines in your real estate practice? Check all that apply.

- Residential,
- Coaching/Training

Q16

Service as an elected Officer or Director requires attendance at Board of Director meetings. Regular attendance is necessary for understanding Association business. As stated in the Association Bylaws, absence from three (3) regular or special meetings per fiscal year without an excuse deemed valid by the Board of Directors shall be construed as resignation. If elected, will you attend the regular meetings of GAAR as an Officer or Director?

Yes

Q17

Have you reviewed the Board Responsibilities document and do you agree to abide by these responsibilities? See Board Responsibilities here.

Yes

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Q18

What challenges face the current real estate industry?

I feel like the biggest challenge in the industry currently is Supply. With out enough supply the demand, and as a result prices, keep many players on the sidelines. Sure, interest rates are HUGE, but even when rates were low, there was not enough supply, which made it very difficult for buyers to have fair treatment (ie, multiple offer situations, waiving important items-inspections/appraisals, Offering more than what a property is worth, not having enough choices, etc). With more supply, prices will come down as demand decreases, and the market will be more fair for both parties involved in a transaction.

Q19

What challenges face the Association?

As a member of the GAP committee, I think getting the smaller brokerages (even some of the bigger ones) more involved in the association is important. There is so much WE the members, as the driving force behind GAAR, can do to improve our own association...many realtors think we pay GAAR for dues so we can access to the MLS, but there is so much more to it than that.

Q20

Given the challenges you identified above, how would you contribute as a leader?

I am already contributing by reaching out brokerages, speaking before them, telling the benefits of membership, encouraging volunteerism in the any of the committees that are available that really make a difference in not only the GAAR members, but the community that we serve. It is very gratifying to give back an letting others know that it is easy to join, and making a difference in others lives is attainable with very little effort.

Q21

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

Being the Vice Chair of the GAAR Committee and the MC of the Last 3 GAAR Events (The last 2 G.R.E.A.T Events, and the QB Summit), I feel like that sort of outreach provides value to GAAR's members. Having local and nationally renown guest speakers speaking about relevant topics (Such as AI at the latest event) helps GAAR members stay in touch with the market that is always evolving. Additionally, doing philanthropic activities (Like the Backpack Drive for underserved children) shows our community that we are invested in more than making sales, but being a positive force in Albuquerque.

Q22

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

I guess I can't say it is the building anymore, LOL. GAAR

Q23

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

The Role of GAAR BoD is to be the voice of the realtors who pay dues to GAAR and help make decisions based on thoughtful consideration that will benefit the members.

Q24

Yes

A position on the GAAR Board of Directors means serving your Association and putting the needs of the members first. Do you want to serve your membership, acting in a neutral capacity for the betterment of the members?

Q25

What do you feel will be unique about the next two-year time frame?

We will very likely see many members fall out of active status as interest rates stabilize higher than the last 4 years (as they are now). There will be good cause for us as Leaders in this space to help train and provide avenues for success to those that are struggling. It is easy to say 'less competition means more for me', and I have heard that from several different realtors, but as someone who has invested in others success, I think there is plenty for everyone who has the desire and drive to be successful, an it is our duty as leaders to help those with the will and work ethic find success.

Q26

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

I have a history of being honored with leadership roles in every job I have had since college. As salesperson of the year for an national art distribution company, I was then asking to be National trainer. Following that I was awarded my own branch and lead our team to numerous accolades.

As a sales person for Garcia Infiniti I was regional Sales person of the year for several years, before being promote as Sales Manager. There our dealership was awarded the Circle of Excellence Award for 11 consecutive years. Riding that success, I was promoted Director of Training and Development within that group (at the time 22 dealerships). My job was to hire most all of the staff in all dealerships and also to create and execute a training program for the Sales departments and then the Service Departments.

As a full time realtor, I am the team leader of Elevated Real Estate Services, an our small group has grown to over \$22M in sales in just 1.5 short years.

As a member of the GAP committee, I was honore with the nomination and votes to be the Vice Chair for 2023, and will be the Chair for 2024.

These accolades and accomplishments are proof that I have what it takes to creatively lead communities and do this in a selfless and collaborative way.

Q27

What else would you like to tell the membership about yourself? (ie. personal interests, activities, hobbies, etc.)

I am a lover of the outdoors. I take a solo camping trip annually an I find that recharges and resets me. I love to play my guitar and sing, hike up in the foothills, brew beer, visit microbreweries, and most of all I love to travel around the world!
