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**COMPLETE**

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Page 1: 2020 GAAR Board of Directors Candidate Questionnaire

**Q1 General Info:**

**Name:** Belinda Franco  
**Firm Name:** Realty One of NM  
**Firm Address:** 7441 Alameda Blvd NE  
**City:** Albuquerque  
**State:** NM  
**Zip:** NM 87113  
**Email Address:** abqbelinda@gmail.com  
**Phone Number:** 15052503380

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**Q2 Member Type:** \*\*Please select Designated REALTOR®/Participant if you are listed as the Designated/Qualifying Broker of your office. \*\*  
**REALTOR®/Subscriber**

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**Q3** Have you been a REALTOR® member of GAAR for at least 3 years prior to this nomination? **Yes**

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**Q4** Do you have any Code of Ethics violations or non-compliance of a membership duty in the last 3 years? **No**

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**Q5 Which position are you applying for?**

Select one **President-Elect (Officer Position)**

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**Q6** 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? **Yes**

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## 2020 GAAR Board of Directors Candidate Questionnaire

**Q7** 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 (prior to August 1, 2019) 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**

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**YES – I am a QB of at least 5 Brokers**

**Q8** Number of years licensed:

**5-10  
years**

**Q9** Years of REALTOR® Membership:

**5-10  
years**

**Q10** 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.\*\***

GAAR Board of Directors - 2018

GAAR board of directors Vice President - 2019

LEAP 2017-current

GAP - 2018-current

**Q11** Have you participated in GAAR's Leadership Development Program?

**Yes**

**Q12** Please list any REALTOR® Institutes, Societies or Councils in which you currently hold Membership:

Residential Real Estate Council

NMAR Director 2019

**Q13** Please list any REALTOR® Designations you hold:

CRS and CNE

**Q14** In the appropriate space, indicate approximate percentage of your time that reflects your business:  
**\*\*Must add up to 100%\*\***

- Single-family Brokerage:	<b>100</b>
- Appraising:	<b>0</b>
- Coaching:	<b>0</b>
- Farm & Land Brokerage:	<b>0</b>
- Commercial Brokerage:	<b>0</b>
- Building & Development:	<b>0</b>
- Property Management:	<b>0</b>
-Real Estate Instructor	<b>0</b>
- Other:	<b>0</b>

## 2020 GAAR Board of Directors Candidate Questionnaire

**Q15** 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**

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### Page 2: 2020 GAAR Board of Directors Candidate Questionnaire

**Q16** What challenges face the current real estate industry?

The current challenges to face our industry are plentiful but I also believe the opportunities to learn and possible solutions are just as plentiful. One of the challenges that I see currently is our low inventory in our market. I believe this is an opportunity for Realtors to work collaboratively for win/win solutions for our buyers and sellers. This coupled with new technology and new companies trying to make Realtors obsolete is also a challenge.

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**Q17** What challenges face the Association?

The challenges for the Association include all the emerging technology and the challenge is to keep up to date and stay on top of education for it's members. I continue to be impressed by the Association and how it responds effectively to the challenges it faces by adding new committees and new classes and webinars and upgrading the facility to cutting edge equipment.

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**Q18** How do you feel GAAR could be more relevant to our members?

I believe GAAR can be more relevant to the members by continuing what it has proven to do best- excellent customer service and offering classes and new opportunities to learn in different settings.

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**Q19** Name one problem you find with GAAR, and how would you fix it:

A problem I find with GAAR is they aren't open 24 hours a day! :) What I have witnessed in the last few years as a member is constant growth in GAAR's ability to effectively communicate and serve it's members' needs. I wouldn't fix anything- but that's the reason I want to serve, to be a part of the forward momentum and help where I can to keep our association the top in NM.

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**Q20** Describe the role of the Board of Directors of the Greater Albuquerque Association of REALTORS®:

The BOD for GAAR serves it's members. They oversee the needs brought forth and make decisions to keep the wheels turning in this well oiled machine.

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**Q21** What do you feel will be unique about the next two-year time frame?

I feel the next 2 years is exciting and what will be unique is all the new technology and apps at our fingertips to best help Realtors succeed in this industry.

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## 2020 GAAR Board of Directors Candidate Questionnaire

**Q22** What leadership skills, education, experience, or training do you possess that you feel would be beneficial on the Board of Directors?

As a graduate of the 2017 LDP, I was excited to jump in with opportunities to serve this association by joining committees and running for the board directors. I feel that being on multiple committees, serving as a 2018 director for GAAR BOD and 2019 Vice President of GAAR BOD, 2019 NMAR Director has given me the foundation to listen effectively and respond with possible solutions and most importantly, it has increased my desire to continue to serve. My background is in mediation and this specific skill set has helped me in every aspect of life including being a Realtor and serving as a board member.

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**Q23** Given the challenges that face the Association, why would you want to be a leader?

I believe that you need to lead to be an example for existing members and new realtors joining the association. I'm excited at the prospect to mentor and help guide and be a resource for other Realtors.

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**Q24** Additional remarks by Candidate:

I'm thrilled for what 2020 has to offer all of us in the challenges and the solutions and looking ahead for shared successes in all we do!

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