

#20

**COMPLETE**

**Collector:** Web Link 1 (Web Link)  
**Started:** Monday, August 31, 2020 9:49:05 PM  
**Last Modified:** Monday, August 31, 2020 11:52:09 PM  
**Time Spent:** 02:03:03  
**IP Address:** 73.242.150.73

---

Page 1: 2021 GAAR Board of Directors Candidate Questionnaire

**Q1**

General Info:

**Name:** Sarah M Lopez  
**Firm Name:** Keller Williams Realty  
**Firm Address:** 6240 Riverside Plaza Lane NW Suite 100  
**City:** Albuquerque  
**State:** nm  
**Zip:** 87122  
**Email Address:** sarahlopezrealtor@gmail.com  
**Phone Number:** 505-730-2295

---

**Q2** REALTOR®/Subscriber

Member Type:\*\*Please select Designated REALTOR®/Participant 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** Yes

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

---

**Q5**

Which position are you applying for?

Select one **Vice President (Officer Position)**

---

**Q6**

**Yes**

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?

---

**Q7**

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

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, 2020) and/or are you a QB of at least 5 Brokers?

---

**Q8**

**10-20 years**

Number of years licensed:

---

**Q9**

**10-20 years**

Years of REALTOR® Membership:

---

**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.\*\***

Director with GAAR BOARD OF DIRECTORS 2018, 2019, 2020

---

**Q11**

**Yes**

Have you participated in GAAR's Leadership Development Program?

---

**Q12**

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

NAR

---

**Q13**

Please list any REALTOR® Designations you hold:

n/a

---

**Q14**

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

- Single-family Brokerage: **90**
  - Appraising: **0**
  - Coaching: **0**
  - Farm & Land Brokerage: **10**
  - Commercial Brokerage: **0**
  - Building & Development: **0**
  - Property Management: **0**
  - Real Estate Instructor **0**
  - Other: **0**
- 

**Q15**

**Yes**

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?

---

Page 2: 2021 GAAR Board of Directors Candidate Questionnaire

**Q16**

What challenges face the current real estate industry?

Technology changing at a fast pace. Also lending guidelines for consumers needing to build.

---

**Q17**

What challenges face the Association?

Getting more membrane involved in leadership activities

---

**Q18**

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

Offer more options for volunteering so members could be involved in outreach projects

---

**Q19**

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

GAAR should be better known by the public I would have more public events or outreach where the public is more familiar with what GAAR is.

---

**Q20**

Describe the role of the Board of Directors of the Greater Albuquerque Association of REALTORS®:  
to keep members knowledgeable and ethical through educating and setting a good example.

---

**Q21**

What do you feel will be unique about the next two-year time frame?  
Technology and navigating through all of the options.

---

**Q22**

What leadership skills, education, experience, or training do you possess that you feel would be beneficial on the Board of Directors?  
Birds training showed me how to communicate effectively with many personality types. LDP training made me more confident in a leadership role.

---

**Q23**

Given the challenges that face the Association, why would you want to be a leader?  
I enjoy volunteering on the board to accomplish and overcome issues as a team.

---

**Q24**

Additional remarks by Candidate:  
I wrote this in more detail first time around but was kicked out and had to redo most of it

---