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**COMPLETE**

**Collector:** Web Link 1 (Web Link)  
**Started:** Sunday, August 25, 2019 10:54:16 AM  
**Last Modified:** Tuesday, August 27, 2019 6:44:26 PM  
**Time Spent:** Over a day  
**IP Address:** 67.0.32.161

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Page 1: 2020 GAAR Board of Directors Candidate Questionnaire

**Q1 General Info:**

**Name:** John Lucero  
**Firm Name:** Maddox & Co. Realtors  
**Firm Address:** 515 Central NE  
**City:** Albuquerque  
**State:** NM  
**Zip:** 87102  
**Email Address:** John.Lucero@MaddoxRealtors.com  
**Phone Number:** 5055079671

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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 **Vice President (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**

**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.\*\***

Graduate 2017 Leadership Program, Former Toastmaster, Former Grievance Committee, GAAR Board of Director, RECPAC Trustee, NMAR RPAC Trustee, NAR Federal Political Coordinator for Congresswomen Deb Haaland.

**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:

N/A

**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: **100**

**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**

## 2020 GAAR Board of Directors Candidate Questionnaire

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

One of the biggest challenges is staying ahead of the ever-evolving RE Industry, thru online marketing, consumer accessible websites & educating our membership on the latest trends that will affect our market.

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### **Q17** What challenges face the Association?

Our biggest challenge facing the association is keeping the membership informed on the above changes & challenges. Our membership receives above & beyond the normal amount of emails, texts, FB-LinkedIn-Instagram-twitter etc...messages a day. Standing out among the noise to inform our membership is our biggest challenge.

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

I feel GAAR is already going in the right direction. I have been a member at GAAR for about eight year & I have watched the membership, education, committees & events grow in leaps & bounds under Kent & the GAAR Staff's leadership, everyone is always available & their guidance is valuable. When I start the process to put together the CE & Eats, Jail & Bail or Denim & Diamonds events the GAAR staff is always available with creative marketing material or just filming one of my crazy videos promoting our events.

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

The one problem I have noticed since being elected as a Director has been some of the divisiveness among some of the members. As a leader I believe in utilizing everyone's strengths while encouraging and nurturing them to go with their ideas to achieve a positive result. A leader leads by example, collaboration and cooperation.

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

The BOD is a group of elected Directors who are trusted to advocate for our membership. To put all personal views & feelings aside & stay focused on representing the membership as a whole on all issues presented to the Board of Directors. It should also be requirement to show up to as many committee & affiliate events as and elected Director asks the membership to do.

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

It is obvious to me that the acquisition of the new building to the North of GAAR is the most unique & exciting challenge facing our Board of Directors. To be on the front lines of expanding our limitless ideas and increasing revenue which in turn will give value to our membership is something that I look forward to working on. If we can acquire and remodel this building correctly then there will be no end to what we can do as a membership.

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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?

I am a graduate of the 2017 Leadership Program, I have organized and hosted the Jail & Bail, CE & Eats and Denim & Diamonds events for the last three years which have raised thousands of dollars for RPAC & RECPAC. This year I was able to bring together the membership to meet & greet Congresswomen Deb Haaland. I am currently working on hosting a meet & greet for Congressman Ben Ray Lujan here at GAAR. I have also hosted several fundraisers for Representative Haaland, Rep Torres-Small and Rep Lujan, I have also spoken to the City Counselors, County Commissioners, State Legislators as well as our current National Representatives about Policy, Government, Realtor-Real Estate-Consumer issues. I am also on a Committee at RECPAC that assembles questions to ask all of the Citizens who are running for an elected Office each year about property rights as well as Realtor-Consumer issues. I have led the Marketing Program at ERA & I am currently leading the Marketing Program at Maddox & Co. Realtors.

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

I Love being a Full Time Realtor more than anything in the World. Helping people achieve their Dreams & Goals is the biggest Satisfaction that I can receive. Helping people also means advocating for our Realtor Community as well as Buyers & Sellers. I realize that making change isn't easy or quick, but leadership takes dedication, commitment and showing up day in and day out. Being a Full Time Realtor keeps me in tune to what our membership is dealing with on a day to day basis with transactions, inspectors, appraisers, title company's, lenders, brokerages & colleagues, which in turn helps me to understand their needs. If you were to talk to the leadership at GAAR, NMAR & NAR, they will vouch that I show up to almost all events and calls to actions that are requested of me as well as being a Full Time Realtor.

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**Q24** Additional remarks by Candidate:

I was so Grateful to be Elected to serve on the current Board of Directors here at GAAR & have worked hard to represent our membership in a professional manner and appearance. One of the most important things to remember is that my personal beliefs are put aside when I represent our membership. As a Director I have the opportunity to reach out to Realtors at Broker Tours, GAAR events and GAAR classes, talking to them about their concerns and needs. I constantly remind them of how important it is to be involved and to reach out to me at any time with their concerns or ideas. I make it a point to speak for five minutes before a class or event educating our membership on the accomplishments that we have achieved together thus far at the Local, State & National levels. I am Proud to be a member of GAAR and would be honored to serve as the next Vice President of the Board of Directors.

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