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Page 1: 2020 GAAR Board of Directors Candidate Questionnaire

**Q1 General Info:**

**Name:** Jack Lynch  
**Firm Name:** R1 of New Mexico  
**Firm Address:** 9674-3 Eagle Ranch Rd  
**City:** Albuquerque  
**State:** NM  
**Zip:** 87114  
**Email Address:** jackandjanis@thelynchteam.net  
**Phone Number:** 505 385 4757

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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 **Director**

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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?** **No**

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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:

**10-20  
years**

**Q9** Years of REALTOR® Membership:

**10-20  
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.\*\***

Professional Standards Committee

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

**No**

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

Residential Real Estate Council

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

Certified Residential Specialist

**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?

The challenges of most concern to the industry are housing affordability, emergence of non-traditional market participants such as virtual firms, protecting client confidentiality, and Realtor liability in a virtual world. In the greater Albuquerque area, income levels continue to be low vs. housing costs. Better education means better jobs that pay more. A core challenge is the improvement of our education system. Higher paying jobs will follow.

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

The mission of GAAR is to provide its members with value-added products and services, employ leading-edge technology, uphold high ethical and professional standards and advocate for private property rights. The purpose of GAAR is to provide its members with requisite tools for success by constantly looking for ways to assist them in the ever-changing real estate world. The biggest challenge facing GAAR is getting more of its members to access and utilize all that is being provided to them.

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

GAAR's relevance is not the issue. GAAR is among the most outstanding Realtor associations in our country, especially in terms of its relevance. The question should be, "How can GAAR more effectively reach its membership to assist our Realtors in providing real value to their clients?" In the past few years, GAAR efforts to do so have grown in their effectiveness. In 2020, I'd like to see GAAR enhance their efforts with a program to contribute to and be a part of the monthly sales meetings held by every brokerage/company in the area GAAR serves.

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

GAAR needs to continue and to improve its efforts to attract users to all the information and tools the Association provides to its membership.

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

The role of the GAAR Board of Directors is to govern and develop policy, focusing always on the future--all the while, acting responsibly in the care of Association's finances.

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

GAAR will be faced with the challenge of best serving its membership as the marketplace undergoes changes wrought by virtual brokerages, and technology developments challenging the value of Realtors.

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

I work hard at clear thinking and effective communication. I have a degree in Marketing and have done post-graduate studies in Business Law. I served in sales and marketing management of corporations such as Motorola, GE, and AMD. I have worked for three Albuquerque area real estate firms. I have served in leadership in sports-related associations, homeowners' associations, and industry associations. I have been a teacher. I have the ability to and make it a practice to consider any issue from as many perspectives as I can.

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## 2020 GAAR Board of Directors Candidate Questionnaire

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

I've had some great jobs in my career, but none as challenging and satisfying as my job as a Realtor. I want to do everything I can to make every Realtor, I can, rise to the challenges and enjoy the satisfaction I feel. Serving on the board is one of the ways I work to accomplish that goal.

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**Q24** Additional remarks by Candidate:

Thank you for your vote.

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