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Page 1: 2022 GAAR Board of Directors Candidate Questionnaire

Q1

General Info:

Name: Jack Lynch
Firm Name: R1 of New Mexico
Firm Address: 9674-3 Eagle Ranch Road NW
City: Albuquerque
State: NM
Zip: 87114
Email Address: JackandJanis@TheLynchTeam.net
Phone Number: 5058839400

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

No

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 Director

Q6

Respondent skipped this question

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

Respondent skipped this question

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.**

Professional Standards Committee

NMAR Board of Directors

GAAR Board of Directors

Q11

No

Have you participated in GAAR's Leadership Development Program?

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

Certified Negotiation Expert

NAR C2EX (Commitment to Excellence Designee)

Q14

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

- Single-family Brokerage: **99**
- Farm & Land Brokerage: **1**

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?

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Q16

What challenges face the current real estate industry?

Providing and improving real and perceived value of Realtor services.

Q17

What challenges face the Association?

Keeping our membership as well-prepared and well-equipped as possible to operate successfully and profitably in our rapidly changing industry during the tumultuous and precipitous next ten years.

Q18

Given the challenges that face the Association, how would you contribute as a leader?

Effective communication. The more effective the communication among GAAR Directors, GAAR Staff, the NMREC, and state and local governing entities, the more effectively we'll serve GAAR membership.

Q19

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

GAAR should provide fully-prepared 5-8 minute announcements/commercials for use at all company/team meetings to provide information to our membership through that avenue in addition to the avenues already in use.

Q20

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

It's a challenge rather than a problem. The challenge is to most effectively nurture our industry during a time when industry disrupters threaten the very existence of this industry as we know it. GAAR leadership should develop, and update on a regular basis, a Value Proposition Statement for use by our membership to remind them and the public what is being paid for and enjoyed with engagement of a Realtor.

Q21

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

- (1) Provide direction for the organization within a policy-based governance system, and oversee the management of the organization by staff the board is responsible for recruiting and maintaining.
 - (2) Protect the Association's Assets and most-effectively utilize Operating Expenses to best serve our membership.
 - (3) Develop future leadership for the Association.
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Q22

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

Instability of the economy and thus the Albuquerque Real Estate marketplace. We really need to be as well-prepared for boom as for bust and vice versa.

Q23

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

I started working hard and smart at my first job when I was 14 years old. A BSBA degree and lots of post-graduate studies followed. The next 20 years plus provided Management/leadership experience with major US corporations. My Real Estate career in New Mexico began in 2003. I've been a Certified Real Estate Specialist for over 12 years and received NAR's Commitment to Excellence designation in 2019.

Q24

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

I see life as a quest for knowledge, growth toward wisdom, and an opportunity to make a positive difference for those whom my life touches. Nothing is more important than family and nothing is more critical to the nuclear family than their home. That's where we Realtors come in to do the very important jobs we do.
