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Collector: Web Link 1 (Web Link)
Started: Monday, August 17, 2020 5:22:26 PM
Last Modified: Monday, August 24, 2020 6:51:32 PM
Time Spent: Over a day
IP Address: 73.98.78.4

Page 1: 2021 GAAR Board of Directors Candidate Questionnaire

Q1

General Info:

Name: **Rachel Nead**
Firm Name: **eXp Realty LLC**
Firm Address: **100 Sun Ave suite 650**
City: **Albuquerque**
State: **New Mexico**
Zip: **87109**
Email Address: **rachel.nead@exprealty.com**
Phone Number: **5052614203**

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 5-10 years

Number of years licensed:

Q9 5-10 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.**

- NMAR: Growth and involvement committee(current)
 - NMAR: Growth and involvement leadership graduate
-

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:

none

Q13
Please list any REALTOR® Designations you hold:

none

Q14

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

- Single-family Brokerage: **50**
- Farm & Land Brokerage: **25**
- Real Estate Instructor **25**

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?

There are many challenges that the industry currently faces. Many younger clients have trouble finding homes they can afford within the city limits. It is not uncommon to live 45 minutes to an hour away from their work in order to afford a home with the size and amenities they need.

The price of homes has also gone up recently making it hard for buyers to get the home they like but it is a good thing for sellers with few days on market and multiple offers being seen.

With the current pandemic, we are also experiencing a large amount of home owners who are taking a mortgage forbearance, this will inevitably cause more foreclosures and will change the market again but it is unsure how or when. This is something we will need to prepare for.

Q17

What challenges face the Association?

It is a challenge for the association to keep up with member needs without raising dues .The association works hard to provide tools, training and other items we need while keeping dues at a reasonable level. I feel there should be more member support and involvement with the association. Whether it be volunteering for a committee, board or for training to improve the association and it's members as a whole. I don't think the members realize or utilize all the things the association provides for them.

Q18

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

GAAR does a great job of keeping it modern and up to date with videos, social media posts and virtual learning. I do think to make it more relevant to it's members it could be more consistent with it's video presence. There are multiple styles of video being used. The more professional style is more appealing and will get more engagement from members of all ages. People look forward to seeing things at the same time on the same day so that is something to consider.

Q19

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

I personally do not have any problems with GAAR. If one arose I would look at it from all sides and bring it to the attention of the appropriate person in order to find a solution.

Q20

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

The role of the Board of Directors is to promote the association's image in a positive manner. To oversee and ensure the association has the funds and resources it needs for its members. To maintain the ethics and standards of the association and to keep accountability.

Q21

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

I feel like I can learn many things from being on the board from the other members. The next two years will be unique as we will be meeting in different ways and coming up with ideas to adapt business to this new way of life.

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 NMAR Growth and Involvement program as well and a current committee member. I provide free tech and social media training to GAAR members via zoom and in person in the past. I have completed the leadership 100, 200, and 300 as well. I can be very helpful with technology, social media and training.

Q23

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

Now more than ever we need association leaders who are well versed in technology and virtual business. I bring those skills to the table. After being a member for almost 6 years I would like to be part of the next generation of association leaders.

Q24

Additional remarks by Candidate:

I appreciate the opportunity to be considered to serve on the Board of Directors for GAAR. I will bring my knowledge of technology, social media, digital marketing and virtual education.
