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Page 1: 2020 GAAR Board of Directors Candidate Questionnaire

Q1 General Info:

Name: Alice Tozer
Firm Name: Keller Williams Realty
Firm Address: 6703 Academy Road NE
City: Albuquerque
State: NM
Zip: 87109
Email Address: alice@swcp.com
Phone Number: 505 271-8200

Q2 Member Type: **Please select Designated REALTOR®/Participant if you are listed as the Designated/Qualifying Broker of your office. **
Designated REALTOR®/Participant

Q3 Have you been a REALTOR® member of GAAR for at least 3 years prior to this nomination? **Yes**

Q4 Do you have any Code of Ethics violations or non-compliance of a membership duty in the last 3 years? **No**

Q5 Which position are you applying for?

Select one **Director**

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? **Respondent skipped this question**

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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?

Respondent skipped this question

Q8 Number of years licensed:

>30
years

Q9 Years of REALTOR® Membership:

20-30
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.**

SWMLS Board of Directors 2014-2019, Pres 2018

Professional Standards 2011 - present

Realtor Fund 2015-2019, NMAR Board of Directors - present, Community Relations, SWMLS Nominating Comm. 2015 & 2019

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:

Realtor designation

Q13 Please list any REALTOR® Designations you hold:

CNE - Certified Negotiation Expert

Q14 In the appropriate space, indicate approximate percentage of your time that reflects your business:
Must add up to 100%

- Single-family Brokerage:	97
- Commercial Brokerage:	2
-Real Estate Instructor	1

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

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Q16 What challenges face the current real estate industry?

Our current industry's largest challenge is from the outside sources, such as Zillow, iBuyers, Trulia, Amazon

Q17 What challenges face the Association?

Keeping up with advances in technology

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

More technology & continuing education classes

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

Lack of personal interaction between associates, you rarely meet the co-operating broker during a transaction. It shouldn't be an adversarial relationship. More classes on the art of negotiation & get-togethers such as the "Business After Hours"

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

As our Mission statement asserts, " to provide valued added products & services, uphold ethical & professional standards and advocate for private property rights".

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

Possible legal complications, anti-trust lawsuits`

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

During my real estate career, I have been in residential sales, a corporate relocation director, new construction sales person, office & retail leasing manager prior to becoming a qualifying broker in 2012. My strengths include good people skills, being fair with all parties and telling it like it is. I stay current on real estate rules and regulations and stay relatively calm under fire.

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

Real estate has offered me so many opportunities and I want to give back and build a stronger Association.

Q24 Additional remarks by Candidate:

As more outside sources secure a foothold in our industry, we need to be diligent and vocal in our community, GAAR, NMAR & the National Association of Realtors.
