

# **Why Real Experience (in our industry and life) is The Only Answer**

## **My Experience -**

### **Real Estate Sales**

- An active Realtor in California since 1980.
- A Real Estate Broker since 1982.
- Personally, closed approximately 850 residential sales and supervised 5,000+ agent transactions over 36 years in the industry.
- Owner of a Real Estate Company.
- Sales Trainer for Grubb and Ellis Residential.
- Branch Manager for a Fred Sands office.
- Multi-branch Manager for Windermere Silicon Valley Properties.
- General Manager of six offices for a local independent.
- Currently a Vice President / Manager for Alain Pinel Realtors San Jose, supervising 60 highly productive Realtors.
- Married to a very active, top producing Realtor.

### **MLS Leadership**

- Member of the Board of Directors for the largest regional MLS for 6 years. Vice-Chair of the Board of Directors for MLS Listings, Inc. for 3 years.
- Attended the annual C.O.V.E. Conference (top 25 MLS's in the Nation) for 3 years.
- Attended the Swanepoel T3 Conference and the Inman Connect Conference as an MLS executive for the past 3 years.
- Attended the annual Clarity Consulting Conference for MLS executives for the past 3 years.

### **Local Realtor Leadership**

- District Chair for the Silicon Valley Association of Realtors.
- Member of the Board of Directors of the Silicon Valley Association of Realtors.
- Member of the Board of Directors of the Santa Clara County Association of Realtors, 11 years served with 7 terms at the Executive committee level.
- President of the Santa Clara County Association of Realtors in 2008
- Chair of the Santa Clara County Association of Realtors Foundation
- Over 7 years on the SCCAOR Foundation, developed and implemented several major Foundation events in our local community to expand the influence and recognition of Realtors.
- Membership Chair for SCCAOR.
- Grievance and Professional Standards committee member for 5 years.
- Created a successful Santa Clara Countywide Broker Tour and Regional Marketing meeting (they said it couldn't be done!)

### **NAR Experience**

- NAR Director for 8 years.
- Federal Taxation Committee member for 3 years.
- Research Committee member for 2 years.
- Strategic Planning Committee member.
- Appraisal Committee member.

### **C.A.R. Leadership Experience**

- 2018 C.A.R. Treasurer
- C.A.R. Director for 15 years.
- Chair of the Legislative Committee at CAR, having served as Vice-Chair the previous year.
- Received C.A.R.'s prestigious "Chair of the Year" award in 2015.
- Strategic Planning and Finance Committee at CAR for 4 years, one year as the Vice Chair.
- Federal Committee member for 7 years.
- Risk management/Consumer Protection Committee member for 8 years.
- Taxation and Government Finance Committee member for 2 years.
- Research Advisory Committee member for 3 years.
- Professional Standards Committee member for 3 years.
- Member of the Housing Opportunity, Nominating, and Local Government Committees.

Currently serving as the Federal Political Coordinator for HR Congresswoman Zoe Lofgren