

## 2009 LEADERSHIP APPLICATION

Name of Candidate: Margo Willis

Business Phone: (253) 961-2088 e-mail address: margo@margowillis.com

Fax: (253) 536-8404 Member #: 871501953

Local Association: Tacoma-Pierce County

**I am seeking the position of:**

Vice President of Government Affairs

Vice President of Professional Development

President-elect Bill Riley - elected Spring 2008

Treasurer-elect Nancy Stelow - elected Spring 2008

**Local Experience:**

I have held the following positions on the local level:

President 1999\_\_\_\_\_

Vice President 1998 \_\_\_\_\_

Secretary/Treasurer \_\_\_\_\_

Committee Chairman Grievance; Education; Nominating; Awards

Local Director 1997 - 2000

Committee Member Budget & Finance; Grievance; Education; Nominating; Awards;

Affordable Housing; Diversity; EO Search.

**State Experience:**

In the last five years, I have served in the following capacity on the State level:

Officer \_\_\_\_\_

Director \_\_\_\_\_

Committee Chairman \_\_\_\_\_

Committee Member \_\_\_\_\_

**Describe the nature and extent of your involvement in the practice of real estate within the last year.**

I have been a full-time and full-service REALTOR® specializing in residential sales. I've

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also returned to basics that helped me build a successful business in the past and refocused on referral business, while still allocating time to give back to my local, state and National organizations.

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**Other experience, e.g., community boards and/or service groups, task forces:**

I have previously served on the Board of Directors for The Tacoma-Partners in Housing and Helping Hand House for multiple years. I have also served at various capacities and levels since 1993 in the Women's Council of REALTORS®.

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**What do you think is the most important aspect of the Strategic Plan?**

It is the compass for our organization – encompassing the Mission, Vision, Principles and how to make them a reality. Aspirational and specific. It give us a road map for the future of our organization with The Key Result Areas. paving the path.. It is a living document that is dynamic, but will only work if we work.

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**What do you see as strengths/weaknesses in the Strategic Plan?**

Some of the strengths are above, the weakness is to achieve the outcomes, as outlined, we must change and stretch as an organization and leaders. Change, a little or a lot is hard, especially for us, REALTORS®.

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**The Nominations Committee will check with you Local Association Executive to broaden your background review. Do they have permission to contact your current broker/manager?**      Yes   X      No  

**Please provide three (3) recommendations from within the industry, including one (1) from outside your local association.**

Name: Narva Walton Company: JLS

Title: Washington State WCR President Contact: (253) 209-6494

**Statement in support of candidate:** Margo Willis is the perfect selection for VP of Professional Development for Washington REALTORS. She has demonstrated excellent accomplishments throughout both her military and real estate careers. She is highly competent as shown through her commitment and many successes; from being a well regarded general real estate practitioner, to serving as the president of her local association and being a respected instructor for the industry, to being a national line officer in the 18,000 member Women's Council of REALTORS. Margo Willis is a leader and an achiever. Selecting her would be a win for the Association. I would highly recommend her for any position she sets her mind to do.

Name: Sue Pauley Company: Windermere Stellar Group

Title: \_\_\_\_\_ Contact: (360) 608-2902

**Statement in support of candidate:**

It is my pleasure to give a hearty recommendation for the position of VP of Professional Development to Margo Willis. Margo is the quintessential professional with high ethical standards and a real knack for getting the job done. She is a great speaker, a conscientious worker, an involved presence, a fabulous instructor and a really nice person. I have no doubt that her involvement with the Women's Council of REALTORS at the National level would serve her well in being the best representative for Washington REALTORS in this position. I was very excited to hear that she is running for VP of Professional Development and she has the support of my association and me.

Name: Dorothy Reincke Company: Prudential Northwest

Title: Director of Relocation and Bus. Development Contact: 360-440-2246

**Statement in support of candidate:**

I recommend Margo Willis for VP of Professional Development because she represents the best of our industry and her excellent record of service, expertise and ability to express her views while always putting the good of the Association, our members and industry first. She was previously the Vice President of Education, has been recognized for instructing REALTORS® and is respected not only in our state, but throughout the US.

*I realize the position I am seeking will require me to spend additional time, effort and personal funds. At the very least, I shall be expected to attend all WR meetings, serve on at least one committee and provide communications between my local association and WR.*

Signature: Margo Willis Date: 9/10/08

**The completed application packet must include the following documents:**

- 1) Application;
- 2) Questions;
- 3) Resume;
- 4) Photo

**MARGO WILLIS**  
**Associate Broker**

**Washington REALTOR® Leadership**

WA State Budget & Finance Committee  
WA Realtors Board of Directors  
GRI Governors Committee  
Board of Directors  
Diversity Committee  
Executive Committee  
Nominating Committee  
VP of Education  
International Real Estate Council

**Local Association - Tacoma Pierce County Association**

President  
President Elect  
Numerous Committees (Including Affordable Housing, Awards, Education, Grievance...)

**Women's Council Leadership**

Regional Vice President  
State Chapter President  
State President Elect  
National Governor  
Local Chapter President

**National Women's Council**

National Financial Secretary  
Executive Committee  
Out Reach and Influence Steering Committee  
Strategic Planning  
Nominating Committee  
Budget and Finance Committee Chair  
Leadership Academy Faculty

**Certifications, Awards and Honors**

CRS, GRI, PMN, SRES, e-Pro  
At Home with Diversity/SRES/At Home from Work NAR Certified Instructor  
Washington State Certified Instructor  
TPCAR Special Achievement Award 1999  
TPCAR Realtor® of the Year 2004  
WCR Member of the Year 1995, 2005  
Washington Association of Realtors Eddy Award 2001  
Washington Association of Realtors Hugh Hawkins Award 2007  
United States Army - 20 Years Military Service/Ret. 1<sup>st</sup> Sgt.