

2016 LEADERSHIP INFORMATION

Name of Candidate: **DAVID M. ELLIOTT**

Business Phone: **425-269-4375**

e-mail address: **davidelliott@cbba.com**

Fax: **206-232-0368**

Member #: **873000688**

Local Association: **WA State Association of Realtors (WAR) and WA State Commercial Association of Realtors (WSCAR)**

I am seeking the position of:

President-elect

Treasurer-elect

XX Vice President-elect Operations

Vice President-elect Membership

Vice President-elect Government Affairs

Local Experience

I have held the following positions on the local level:

President [date]_____

Vice President [date] _____

Secretary/Treasurer [date] _____

Committee Chairman [list committee(s)]_____

XX Local Director [date] **WAR: 2008-present; WSCAR: 2008-present**

XX Committee Member [list committee(s)] **Seattle-King County Association of Realtors (SKAR) Government and Public Affairs Committee**

State Experience

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

XX Officer [date] **Executive Committee 2013**

XX Director [date] **WAR 2008-present; WSCAR 2008-present**

Committee Chairman [list committee(s) and date]_____

XX Committee Member [list committee(s) and date]_ **Strategic Planning 2011-2015; Association Operations 2013-2015; Tax & Fiscal Committee 2012; New Director Orientation & Welcome 2014-2015**

XX Please list the dates of the last two WR Board Meetings you have attended? **Fall 2014 and Spring 2015 (attended since 2009), in addition to Hill Days/Olympia since 2009**

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

- Practicing Commercial Broker (1995-present) - Coldwell Banker Commercial, Mercer Island, WA
- Strategic Planning Core Committee (two terms): 2011-2015
- Seattle-King County (SKAR) Government & Public Affairs Committee: 2013-present
- Participation: Hill Day/Olympia (January 2015); WAR Spring (April 2015) and Fall (upcoming) Business Conferences
- Member - ARCH: A Regional Coalition for Affordable Housing, 2011-present

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

- ARCH: A Regional Coalition for Affordable Housing (13 King County cities) working with the State's Housing Trust Fund, 2011-present
- SWIF Technical Committee (King County & FEMA Flood Plan Study) - appointed by WAR, WSCAR and SKAR, representing Realtors' interests, 2013 thru 2015
- 20+ years of service to the community and numerous City and County Boards and Commissions - thru 2014

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

The new " Core Plan" takes a totally new direction for our Association, is well thought out and represents a collaborative effort to effect workable change. It is my view that change is good for any organization - and particularly one that plans on moving WAR forward.

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

Strengths: The Plan is extremely well designed and takes a progressive approach to ensure our organization moves forward for many years.

Weakness: At this point, there appear to be no real weaknesses in the Plan. To be well implemented and (more importantly) to be well received by our Association and its Members will take a great deal of effort and time to get all parties to the table. The devil is always in the details.

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 No

Please provide three (3) recommendations from within the industry, including one (1) from outside your local association. Please type the statement of support below. Individual letters will not be accepted.

Name: Don Elliott

Company: Keller Williams Real Estate

Title: Managing Broker

Contact: 360-224-0795

Statement in support of candidate:

It is my distinct pleasure to endorse Dave Elliott for the position of 2016 Vice President-Elect of Operations. I was Vice President of Association Operations in 2013 and had the privilege of appointing Dave to the Committee then. I also had the privilege of serving with Dave on the Executive and Strategic Planning Committees.

He continues to serve on Association Operations; and with his understanding of the inner workings of Washington REALTORS and his eagerness to serve, I feel certain Dave will make an excellent leader of Operations. Dave has my heartfelt endorsement and I hope he has your vote.

Name: David Irons

Company: Coldwell Banker Bain

Title: Broker

Contact: 425-443-6603

Statement in support of candidate:

It is my pleasure to endorse Dave Elliott for the position of 2016 Vice President-Elect of Operations. I have known Dave for a number of years and know of his absolute commitment to our profession through the WA Association of Realtors.

His current service on Association Operations (appointed in 2013) will be invaluable in light of the new 'Core Standards' and subsequent re-organization moving forward. His service on the Executive Committee (2013), Strategic Planning 2011 and 2015 - and Tax & Fiscal Committee (2012) will serve him well in representing our interests.

As current Chair of SKAR Government and Public Affairs Committee, I can attest to Dave's contributions in furthering our goals. Without a doubt, Dave has my full endorsement and hope he is successful.

Name: Michelle Mills Clement, CAE

Company: Commercial Brokers Assn.

Title: President and CEO

Contact: 425-952-2730

Statement in support of candidate:

I am offering my endorsement to David Elliott for the role of the 2016 Vice President-Elect of Operations. Dave has been a Realtor for 20 years and a WAR / WSCAR Director for the last 8. His current service on Association Operations (appointed in 2013) will serve him well in the new leadership role. In addition to his service on the Executive Committee (2013), he has made significant contributions to Strategic Planning 2011 and 2015, Tax & Fiscal Committee (2013) and currently the Seattle-King County Association of Realtors (SKAR) Government and Public Affairs Committee.

In the last year, I can personally attest to Dave's commitment to the Realtor profession and, in particular, to the WA State Commercial Association of Realtors (WSCAR) and collective legislative interests. He is always willing to give the time to support an initiative and/or make the effort to travel to Olympia to advocate on our behalf. I am confident he will provide the leadership necessary in the Vice President-Elect of Operations role.

Continued below

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: David M. Elliott *

Date: 8-17-15

*** An electronic signature is not available; signature on file with WAR.**

The completed application packet should include the following documents:

- 1) *application*
- 2) *questions*
- 3) *photo*

QUESTIONS FOR 2016 CORE COMMITTEE VICE PRESIDENTS-ELECT

(VP-elect Government Affairs, VP-elect Membership and VP-elect Operations)

Candidate's Name: DAVID M. ELLIOTT

Committee: OPERATIONS

1. Why are you seeking this position?

Having served the interests of the WA Association of Realtors and its Members for over 10 years in various capacities, including the Association Operations Committee for the last 3 years, I would like to bring that experience forward to a leadership role. In this time of change, I would like to be in a position to use my direct knowledge and understanding of Operations and associated changes to the benefit of our Members, advancing a good understanding of and basis for such change.

2. What is your understanding of the responsibilities of the Vice President-elect of your Committee?

Having served on the Association Operations Committee for the last 3 years, it is my understanding that the key responsibilities include: attendance at all meetings of Operations, Executive and Board of Directors meetings; work on special committees and advisory groups, as required; serve in the absence of the Vice President; serve as liaison to the Finance Committee; and coordinate with Chair on special committees / task forces.

3. What skills and abilities do you have that will help you to be an effective volunteer leader of WR?

My volunteerism has spanned over 30 years in both business and community service endeavors. This has included my association as a Realtor since 1995. Such involvement has continuously utilized my decision-making skills and ability to "see the big picture", working to collaborate on many thorny issues over time. I am a decisive, results-oriented leader, willing to seek compromise and effect workable solutions. I am also a people-oriented individual, who enjoys the exchange of varied perspectives and opinions, allowing an opportunity to broaden my knowledge as a result.

4. Are you willing to support and defend, if necessary, the Washington REALTORS® position, legislative or otherwise, even though you personally disagree with the Association's adopted positions or policies?

There is no question regarding my allegiance to and support of any/all decisions, policies and positions advocated by the WA Association of Realtors.

5. What two major issues are facing your Committee in 2016?

(1) To familiarize the Committee members with the new 'Core Plan' and structure; and (2) in turn, to provide Core Standards guidance and assistance to local associations in 2016 and beyond.

How do you propose to deal with those two issues?

It is my plan to take advantage of every opportunity to clearly communicate the changes made, including the basis therefor, effectively using Chairs, Vice Chairs and leadership of local associations in advancing such understanding.

6. Are you signed up on NAR "Calls-to-Action"? Yes **XX** No _____

It is always to be remembered that this is OUR voice, our strong VOICE to Congress and our 'electeds' when they consider legislation that directly affects our industry and (importantly) our livelihood.

7. How do we convey to members the importance of responding to "Calls-to-Action" on Legislative issues?

First, it must be ensured that all Members are registered for NAR's "Calls to Action" by promoting the importance of legislative issues impacting our profession - both at the local and national levels. Also, I would suggest that aside from the "Calls to Action" sent electronically that a 'call-down tree' be organized, affording personal contact to effectively communicate with Committee Members in a timely manner, as required. Such 'call-down tree' would include: Chairs > Vice Chairs > Committee Members.

8. Do you have an understanding of the WR bylaws, policies and standing rules? Are you committed to abide by them?

Over the years, having served on several committees within WAR and WSCAR, I have gained a deep understanding of related bylaws, policies and standing rules. Without a doubt, I am committed to abide by them.

9. How should your key area communicate the benefits of your programs to our members?

There are three timely opportunities to communicate our programs and/or initiatives and these include: Hill Day/Olympia (January), Spring (April) and Fall (September) Business Conferences. Directors and Association Executives are in attendance and can / should carry the message back to their respective Members, as required.

10. How would you handle a conflict between a committee chair, members and staff?

An effective approach would include holding private, confidential conversations with those involved, endeavoring to fully understand the basis of such conflict and working to achieve an acceptable resolution to the satisfaction of all concerned. Such resolution involves trust and fairness in the consideration of all aspects of the issue and before any conclusion is reached.

11. Are you familiar with the Strategic Plan as it relates to your proposed leadership role and the importance of business plans and committee action?

Yes - I served on the Strategic Planning in 2011 for 2012. I received and reviewed the 2014 Strategic Plan as a member of the 2013 Executive Committee - and have just completed my service on the 2015 Strategic Plan for 2016. As a result, I am intimately familiar with the importance of business plans and Committee actions to ensure policies and structure provide an effective framework for the WAR organization - not only now but as we move forward.

12. How have you served on this Committee and, if so, how long?

I am currently serving as a member of Association Operations and in my third year of service.

13. If you are not elected, what do you see as your role with the Washington REALTORS® in the future?

I will continue to promote and advocate for the WA Association of Realtors, contributing in whatever capacity that may become available moving forward.