

Officers & Leadership Application

Submitted At

03-13-2024 15:29:45

I am seeking the position of:

Treasurer-Elect 2025 (election in SPRING 2024)

Name of Candidate

Lori Sinclair

Email

lori@lorisinclair.com

Contact Phone

2063470427

NRDS ID#

805523498

Local Association

Kitsap County

Firm Name

Realogics Sotheby's Int'l. Realty

Designated Broker Name

Dennis Paige

Have you held the President position on the local level?

Yes

Please provide the date(s) you've held the President position at the local level.

January 1, 2024-current

Have you held the Vice President position on the local level?

Yes

Please provide the date(s) you've held the Vice President position at the local level.

January 1, 2023 - December 31, 2023

Have you held a Secretary/Treasurer position on the local level? If so, please provide the date.

No

Have you held a Committee Chair position on the local level?

No

Have you held a Local Director position on the local level?

Yes

Please provide the date(s) you've held the Local Director position at the local level.

May 2022-December 2022

Have you held a Committee Member position on the local level? If so, list committee(s).

Yes

Please provide the date(s) and committee name(s) of the committees that you've held the Committee Member position at the local level.

2022, 2023, 2024 - Budget & Finance

2023, 2024 - Executive

2023, 2024 - Education

2023, 2024 - Member Engagement

2023, 2024 - Government Affairs

2023, 2024 - RPAC

2023, 2024 - DEI

In the past five years have you served as an Officer on the state level?

No

In the past five years have you served as a Director on the state level?

Yes

Please provide the date(s) you served as a Director on the state level.

2024 - Director

September 2022 - Alternate Director

In the past five years have you served as a Committee Chair?

Yes

Please provide the date(s) and committee name(s) you served as a Committee Chair on the state level.

2024 - Communications Committee

In the past five years have you served as a Committee Member?

Yes

Please provide the date(s) and committee name(s) you served as a Committee Member on the state level.

2021-2023 - Communications

2022-2024 - Finance

2023, 2024 - Membership Core

2024 - Professional Standards

Please list the dates of the last two WR Board Meetings you have attended.

January 18, 2024 & September 15, 2023

Please explain the nature and extent of your activities in the State Association:

I began my association involvement at the state level prior to volunteering at the local level. I moved to Washington just before the pandemic and during the pandemic period I was eager for connection and found the opportunity to volunteer on the Washington Realtors website. I was so impressed by the work WR and Kitty Wallace had been doing that I thought this was my opportunity to get involved. I remember volunteering for a social media committee or something along those lines, and budget and finance. I ended up on the communications committee and really enjoyed it and began looking for more opportunities. In 2022 I was able to secure a spot on the Finance Committee, which led to my attending my first Spring Business Conference. I did not realize at the time that members were invited to attend all the meetings, so I showed up for lunch and the finance committee meeting. It was an eye-opener - I had to get more involved! Fast forward to now, and I am a graduate of the 2023 WR Leadership Academy, Chair of the Communications Committee, a Director representing my local association, and in my third year on Finance committee as well as currently serving on Membership Core and Professional Standards.

List any other experiences, e.g., community boards and/or service groups, task forces that you've served on.

Feb 2023 - 2024 (current) - President, Bainbridge Island PTO Coordinating Council

Oct 2022 - Feb 2023 - Jr. Vice President, Bainbridge Island PTO Coordinating Council

July 2022 - Oct 2022 - Treasurer, Bainbridge Island PTO Coordinating Council

Sep 2021 - Jun 2022 - Asst. Treasurer, Wilkes Elementary PTO

July 2022 - Jun 2023 - Vice President, Eagle Harbor High School PTSO

July 2021 - Jun 2022 - Treasurer, Eagle Harbor High School PTSO

2019 - current - Member, Bainbridge Island Chamber of Commerce

2022 - current - Member, Bainbridge Island Downtown Association

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

Advocacy and Influence Pillar

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

I think we do an incredible job as Advocates. I think we could improve in helping our membership understand that this is of great value to them and of helping them articulate the value of our efforts to their communities. (Weakness in the Communicating Value and Broker Engagement areas)

The Nominations Committee will check with your Local Association Executive to broaden your background review. Do they have permission to contact your current broker/manager?

Yes

1. What experience do you have in preparing and monitoring budgets and financial reports?

I owned a multi-million dollar engineering company for 12+ years and was solely responsible for all accounting, budgeting, purchasing, payroll, and contract negotiation. I currently own 3 UPS Store locations, with partners, and handle all accounting duties.

2. What experience do you have that would help plan and monitor our Association's investments?

In addition to my experience as a hands-on business owner involved in the planning and monitoring of all financial operations, I am responsible for all of my family's investments. My early real estate career also included positions in commercial real estate as a financial analyst and while in college I held a paid internship for 2 years at a "Big 6" public accounting firm.

3. What future expenditures do you see that we should be preparing for now? What would you recommend as a means for preparing for those?

I think our biggest challenge in the future could be a loss of membership due to the current legal landscape combined with shortage of inventory leading to members choosing to change careers. We must pay close attention to our budget and plan conservatively for the future.

4. How are you going to keep Directors involved in committees?

Through personal engagement.

5. How will you effectively deliver the information you receive from the committees to the Directors and members?

I believe that a variety of communication methods must be used, including but not limited to written email, video distribution, text, social channels, and personal engagement.

6. Are you signed up for NAR "Calls-to-Action"?

Yes

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

I really believe that getting in front of membership and having direct conversations are critically important. As President at the local level, I have been working to conduct office visit offices throughout the area and explain to them the importance of the Advocacy work that we do at all levels of our trade association.

8. Why are you seeking this position?

I believe that I have the business experience that would allow my involvement at this level to be a benefit to the organization.

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

I can see a variety of ways in which I can be an asset to WR, whether that be in this or another elected position in the future. I enjoy being involved and hope that I can

continue to make positive contributions to the organization for a long time in a wide variety of ways.

10. 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?

Absolutely.

Name

Ken Sax

Company

Professional Realty Services Intl.

Title

Designated Broker

Contact #

5098791636

Email

ken@kensax.net

Statement in support of candidate:

See Attached

OR upload their recommendation here.

[HPSCAN_20240306201740697_2024-03-06_201827472.pdf](https://s3.amazonaws.com/pf-user-files-01/u-28033/uploads/2024-03-13/ka03o48/HPSCAN_20240306201740697_2024-03-06_201827472.pdf)
(https://s3.amazonaws.com/pf-user-files-01/u-28033/uploads/2024-03-13/ka03o48/HPSCAN_20240306201740697_2024-03-06_201827472.pdf)

Name

Linda Wood

Company

Fathom Realty

Title

Associate Managing Broker

Contact #

3606200256

Email

linda.woodteam@gmail.com

Statement in support of candidate:

See Attached

OR upload their recommendation here.

[Lori Sinclair ltr of Recomendation for WR Treasurer.pdf \(https://s3.amazonaws.com/pf-user-files-01/u-28033/uploads/2024-03-13/4j13o2c/Lori%20Sinclair%20ltr%20of%20Recomendation%20for%20WR%20Treasurer.pdf\)](https://s3.amazonaws.com/pf-user-files-01/u-28033/uploads/2024-03-13/4j13o2c/Lori%20Sinclair%20ltr%20of%20Recomendation%20for%20WR%20Treasurer.pdf)

Name

Andrew Magallanez

Company

Kitsap County Association of Realtors

Title

AE/CEO

Contact #

3606928895

Email

andrew@kitsaprealtor.org

Statement in support of candidate:

See Attached

OR upload their recommendation here:

[Lori's Treasurer Recommendation.pdf \(https://s3.amazonaws.com/pf-user-files-01/u-28033/uploads/2024-03-13/3w230a8/Lori%27s%20Treasurer%20Recommendation.pdf\)](https://s3.amazonaws.com/pf-user-files-01/u-28033/uploads/2024-03-13/3w230a8/Lori%27s%20Treasurer%20Recommendation.pdf)

Please upload your best photo of yourself.

[Softer 2023-RSIR Headshots-Lori_Sinclair-20762076.jpg \(https://s3.amazonaws.com/pf-user-files-01/u-28033/uploads/2024-03-02/ny03o0c/Softer%202023-RSIR%20Headshots-Lori_Sinclair-20762076.jpg\)](https://s3.amazonaws.com/pf-user-files-01/u-28033/uploads/2024-03-02/ny03o0c/Softer%202023-RSIR%20Headshots-Lori_Sinclair-20762076.jpg)

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.

A handwritten signature in black ink that reads "Lori Sinclair". The signature is written in a cursive, flowing style.

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Submission ID

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