

Confidential Application for 2017 Appointment



Nebraska REALTORS® Association

Instructions

Type or print. Please complete each section fully. Limit answers to the available space. Application must be signed by applicant and returned no later than **December 31, 2016**.

I. Personal Data

Date 12/30/16
Full Name Cindy Andrew First Name or Nickname Preferred _____
Date of Birth 06/22/70 Gender: Male _____ Female ☒
Home Address 11512 Iowa Ln
Business Address 17117 Burt St.
Home Phone 402 572 1848 Business Phone 402 880 4249
E-mail address Cindyandrewsells@gmail.com 402 491 0144
Please check one ☐ Real Estate Broker ☒ Sales Associate / Year licensed 2003
Local REALTOR® Association/Board Omaha
Real Estate Specialty(ies) (appraisal, commercial, residential, etc.) residential
Real Estate Designations earned CRS, Working on GRI

II. Education

(Briefly summarize your education background)

| A. Name and Location of School | Dates (from-to) | Degree | Major |
|---------------------------------|-----------------|-------------------------|-----------------------|
| University of Nebraska at Omaha | '88 - '91 | Double major in 3 years | Real Estate / Finance |
| University of Nebraska-Lincoln | 9/1 semester | none | Journalism |

III. WORK EXPERIENCE

A. Year Licensed 2003 Year joined present real estate firm 2003
Title (Agent, Broker, Owner etc.) Agent

Briefly describe your job responsibilities:

Work with buyers & sellers. Responsible for my marketing & advertising. Stage homes.

B. List previous work experience, starting with current or most recent: (Include active military duty.)

| <u>Organization/Firm</u> | <u>Title/Responsibility</u> | <u>From</u> | <u>To</u> |
|--------------------------|-----------------------------|-------------|-----------|
| KETV | Reporter | 1996 | 2004 |
| KC Investments | president/owner | 1999 | present |
| | | | |
| | | | |
| | | | |

C. What do you consider your highest career achievement to date?

5.9 million in annual sales. Successful operation of my own real estate investment company.

D. Business/Professional Affiliations (if any) (Please include local Board of REALTORS® and/or NRA involvement.)

| <u>Name of Group</u> | <u>Positions Held or Assignments</u> | <u>Period of Affiliation</u> |
|---|--------------------------------------|------------------------------|
| WCR | member | 2016 |
| RIAC committee | member | 2016 |
| Home Buyers Assistance Program - Nebraska | member | 2016 |
| Realtors Association | | |

IV. Community Involvement

A. Include community, civic, religious, political, government, social, athletic, or other activities.

Organization Heartland German Shepherd Rescue (HUGS)
 Assignment/Position Volunteer / foster mom
 Describe Responsibilities Temporarily take care of homeless dogs and puppies. Hold events to raise money. to save more dogs.

Organization Keystone Bible Chapel
 Assignment/Position member
 Describe Responsibilities Volunteer for various events.

Organization Davis middle School PTO
 Assignment/Position member
 Describe Responsibilities volunteer at school where needed. Raise money for events.

B. Do you feel community involvement is important? Why?

Yes, you must know and be involved in the community where you work in order to be a successful realtor. I served the community as an on-air television reporter for 8 years where I was president of the local union.

V. General Information

(One of the goals of the *Leadership Academy* is to build a network of Association leaders who can enhance their problem-solving skills and other leadership abilities through shared perspectives and working together.)

A. What do you feel are the three most significant challenges facing the real estate profession and REALTOR® associations today?

Consumer realization of the benefits of using a realtor.
Lack of involvement (community & local board) by realtors.
Affordable housing for first time buyers.

B. What do you feel needs to be done about one of these challenges?

Getting realtors involved by constantly talking about events & programs that are available and why they should participate in them.

C. What specific skills/knowledge do you hope to gain from your participation in the *Leadership Academy*?

Information on what issues realtors are facing and how we can work together to overcome any obstacles. ~~Increase~~ my knowledge of issues
Increase etc.

Commitment

(To graduate from the *Leadership Academy*, a participant is expected to attend all sessions. Dates and locations listed below are tentative and subject to change.)

- Session 1: February 13-14, 2017 at the Nebraska REALTORS® Association, Lincoln
- Session 2: May 2-3, 2017 Location TBD
- Session 3: October 25-26, 2017 Location TBD

I understand the purpose of the *Leadership Academy* program and, if I am selected, I will devote the time and resources necessary to complete the program.

Applicant Signature

Cindy Andrew

Date

12/30/16

Print Name

Cindy Andrew

Tuition

If accepted into the *Leadership Academy* program, you will be billed for the \$500 non-refundable tuition fee that covers all session costs and materials.

☐

I will be responsible for tuition

☐

Broker paying tuition

☐

Local Board Providing Scholarship

☒

Please consider this application for an NRA Scholarship

DEADLINE FOR APPLICATION IS DECEMBER 31, 2016.

Mail to: Nebraska REALTORS® Association

Attn: *Leadership Academy*

800 South 13th St., Suite #200

Lincoln, NE 68508

Fax to 402.323.6501 or

Email to Christie@NebraskaRealtors.com



Nebraska REALTORS® Association

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Instructions

Type or print. Please complete each section fully. Limit answers to the available space. Application must be signed by applicant and returned no later than **December 31, 2016**.

I. Personal Data

Date January 31, 2016

Full Name Bradley H Fricke First Name or Nickname Preferred Brad

Date of Birth June 24, 1977 Gender: Male ☒ Female ☐

Home Address 16542 Cottonwood St Omaha NE 68136

Business Address 3925 S 147th Ave #115 Omaha NE 68144

Home Phone 402-619-6999 Business Phone 402-991-9263

E-mail address Brad@bradfricke.com Fax 402-496-3990

Please check one ☒ Real Estate Broker ☐ Sales Associate / Year licensed Sales 2002 Broker 2015

Local REALTOR® Association/Board Omaha Board of REALTORS

Real Estate Specialty(ies) (appraisal, commercial, residential, etc.) Residential

Real Estate Designations earned CRS

II. Education

(Briefly summarize your education background)

| <u>A. Name and Location of School</u> | <u>Dates (from-to)</u> | <u>Degree</u> | <u>Major</u> |
|--|------------------------|---------------|--------------|
| <u>Conestoga High School Murray NE</u> | <u>1992-1995</u> | | |
| <u>Metro Community Collage</u> | <u>1997-1998</u> | | |
| | | | |
| | | | |

III. WORK EXPERIENCE

A. Year Licensed 2002 Year joined present real estate firm 2002

Title (Agent, Broker, Owner etc.) Associate Broker

Briefly describe your job responsibilities:

Sales agent, Leadership team with Broker Owner, Starting to train in 2017 in recruiting and office
management.

B. List previous work experience, starting with current or most recent: (Include active military duty.)

| <u>Organization/Firm</u> | <u>Title/Responsibility</u> | <u>From</u> | <u>To</u> |
|---|-----------------------------|-------------|-----------|
| Lakeside Signs | Owner/Oppeater | 1995 | 2007 |
| Quality Brands of Omaha | Sales | 2007 | 2014 |
| RE/MAX The Producers | REALTOR | 2002 | Currant |
| Ecolab | Territory Mgr | 2014 | Currant |
| Leaving Ecolab in 2017 to train in recruting and management at RE/MAX The Producers | | | |

C. What do you consider your highest career achievement to date?

Multiple agent of the year awards, earning my CRS,

D. Business/Professional Affiliations (if any) (Please include local Board of REALTORS® and/or NRA involvement.

| <u>Name of Group</u> | <u>Positions Held or Assignments</u> | <u>Period of Affiliation</u> |
|----------------------|--------------------------------------|------------------------------|
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IV. Community Involvement

A. Include community, civic, religious, political, government, social, athletic, or other activities.

Organization Millard United
 Assignment/Position Assistant Softball Coach
 Describe Responsibilities Develop athletes for both on and off the field success

Organization _____
 Assignment/Position _____
 Describe Responsibilities _____

Organization _____
 Assignment/Position _____
 Describe Responsibilities _____

B. Do you feel community involvement is important? Why? Extremely Important I do all I can to help with my kids activities.
As a Realtor it is beneficial both professional and personally to keep you informed of the areas and help grow the community

V. General Information

(One of the goals of the **Leadership Academy** is to build a network of Association leaders who can enhance their problem-solving skills and other leadership abilities through shared perspectives and working together.)

A. What do you feel are the three most significant challenges facing the real estate profession and REALTOR® associations today? With the availability of information now on the internet more and more consumers feel they may not need an agent to assist them.

Like wise with the internet it has made it easier for companies from outside the area to list homes and affect the area market as a listing service with low overhead and no local representative.

Some of the top marketing avenues are available to consumers without an license.

B. What do you feel needs to be done about one of these challenges? _____

REALTORS need to spend time educating the consumers about real estate transaction and the benefits of using a local agent.

This will show them the value in a local agent that knows there area.

C. What specific skills/knowledge do you hope to gain from your participation in the **Leadership Academy**? _____

I have always viewed my career since I took my first class at Randoll School of Real Estate as an opportunity to help and educate both agents and consumers learn the ins and outs of real estate. I am hoping that from this Leadership Academy I can take a step forward in this goal of teaching and hold classes for both my office and the consumers about real estate.

Commitment

(To graduate from the **Leadership Academy**, a participant is expected to attend all sessions. Dates and locations listed below are tentative and subject to change.)

- Session 1: February 13-14, 2017 at the Nebraska REALTORS® Association, Lincoln
- Session 2: May 2-3, 2017 Location TBD
- Session 3: October 25-26, 2017 Location TBD

I understand the purpose of the **Leadership Academy** program and, if I am selected, I will devote the time and resources necessary to complete the program.

Applicant Signature Bradley H Fricke Date 12/31/2016

Print Name Bradley H Fricke

Tuition

If accepted into the **Leadership Academy** program, you will be billed for the \$500 non-refundable tuition fee that covers all session costs and materials.

- ☒ I will be responsible for tuition
- ☐ Broker paying tuition
- ☐ Local Board Providing Scholarship
- ☒ Please consider this application for an NRA Scholarship

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Attn: **Leadership Academy**
800 South 13th St., Suite #200
Lincoln, NE 68508
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I. Personal Data

Date 12/31/2016
Full Name Brandon Lee Frans First Name or Nickname Preferred Brandon
Date of Birth 3/30/1980 Gender: Male ☒ Female ☐
Home Address 5722 South 185th St, Omaha 68135
Business Address 17117 Burt St #145, Omaha, 68118
Home Phone _____ Business Phone 402-321-1111
E-mail address Brandon@tracyfrans.com Fax _____
Please check one ☐ Real Estate Broker ☒ Sales Associate / Year licensed 2016
Local REALTOR® Association/Board OABR
Real Estate Specialty(ies) (appraisal, commercial, residential, etc.) Residential
Real Estate Designations earned _____

II. Education

(Briefly summarize your education background)

| A. Name and Location of School | Dates (from-to) | Degree | Major |
|--------------------------------|------------------|------------------------|--------------------------------------|
| <u>Randall School of RE</u> | <u>2016</u> | <u>Principles</u> | |
| <u>Larabee School of RE</u> | <u>2016</u> | <u>Principles</u> | |
| <u>Doane College</u> | <u>1998-2002</u> | <u>Business Admin.</u> | <u>Finance & Human Resources</u> |

III. WORK EXPERIENCE

A. Year Licensed 2016 Year joined present real estate firm 2016
Title (Agent, Broker, Owner etc.) Operations Manager / Agent

Briefly describe your job responsibilities:

Full-time Agent working as both selling and listing agent using best practices and upholding the REALTOR code of ethics.

Support and manage operations for Tracy Frans Real Estate (spouse) to include: technology design and strategy, marketing/lead sourcing, tax/accounting, reporting/tracking and goal setting.

B. List previous work experience, starting with current or most recent: (Include active military duty.)

| <u>Organization/Firm</u> | <u>Title/Responsibility</u> | <u>From</u> | <u>To</u> |
|--------------------------|-----------------------------|-------------|-----------|
| Tigerpaw Software | Software Engineer/Sales | 3/15 | 2/16 |
| First Mortgage Company | Loan Officer | 12/2013 | 5/2014 |
| Medefis | Sales Manager | 7/2005 | 8/2013 |
| | | | |
| | | | |

C. What do you consider your highest career achievement to date?

In 2015, my spouse and I decided to focus all of our efforts on Real Estate. While still a W-2 employee, I was able to add value to her operations in the form of: 1) adding a CRM 2) enacting marketing/ lead strategies 3) corporate establishment for legal and tax purposes 4) pipeline tracking and nurturing 5) goal setting and accountability

I am very proud to use my 10+ years of corporate training in sales, operations and team building to excel her business past her goal of \$8M to closing over \$10M in sales. By legitimizing her business I was able to go full-time in Real Estate in 2016 and basically created my own job!

D. Business/Professional Affiliations (if any) (Please include local Board of REALTORS® and/or NRA involvement.

| <u>Name of Group</u> | <u>Positions Held or Assignments</u> | <u>Period of Affiliation</u> |
|----------------------|--------------------------------------|------------------------------|
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IV. Community Involvement

A. Include community, civic, religious, political, government, social, athletic, or other activities.

Organization SID #286
 Assignment/Position Clerk
 Describe Responsibilities Financial approval and communication for 74 homes

Organization Millard West Ladycats Basketball
 Assignment/Position Head Coach
 Describe Responsibilities 4th grade girls coach for local high school feeder program

Organization WATCH Dogs
 Assignment/Position Member/Volunteer
 Describe Responsibilities Youth mentoring program to get males involved in local schools

B. Do you feel community involvement is important? Why? _____

~~Yes, community involvement is important as the local community is where important matters begin and end. Often great civic accomplishments start "grass roots" or in the community. Also, when disaster occurs the community is the first to respond. I cannot think of any other entity that is best suited for to support both great and unfortunate situations. Being involved gives you the power to know what the community needs before the community may know itself. My goal is to understand my community so I can be on the front of helping, not trying to learn about my community after it needs help.~~

V. General Information

(One of the goals of the *Leadership Academy* is to build a network of Association leaders who can enhance their problem-solving skills and other leadership abilities through shared perspectives and working together.)

A. What do you feel are the three most significant challenges facing the real estate profession and REALTOR® associations today? ~~Differences in service: If a consumer does business with 3 different agents, they will find 3 unique processes, varying technology and forms.~~

~~Training: Pre-exam training is not training or providing learning on actual skills needed when the applicant becomes licensed. You can pass the Real Estate exam and still be unprepared to properly serve the public.~~

~~Misleading Sales Techniques: young realtors joining teams are trained more in sourcing leads than handling Real Estate transactions. REALTORS must understand every stage of the business.~~

B. What do you feel needs to be done about one of these challenges? _____

~~Continued push on unified contracts, proper use of addendum's and unified technology. All of our listings come from one source so can documents! Agents have to be more confident when they see poor use to documents to push back and hold other agents accountable.~~

~~Adding online scenario orientation for agents. Provide best case practices for dealing with uncommon scenarios. Make this a learning community. We are trained on rules, rugs and software but often left to "go ask a broker" when a real question arises. Let's offer a virtual learning community so agents have more tools to understand how to work together.~~

~~Consumers needs a clear and itemized list of the transaction process and who is responsible for each item along the way. Most agents outsource some of their transactional operations, if the agent meeting them initially will be handing off duties throughout the transaction the consumer must be noticed upfront of the other contacts involved and their roles.~~

C. What specific skills/knowledge do you hope to gain from your participation in the *Leadership Academy*? _____


~~Learn wider understanding of REALTOR practices, civic responsibilities and legislative policies to provide me a broader landscape to discuss and collaborate with other REALTORS, rather than only working on deals. I want to motivate other REALTORS to legitimize their business with technology, processes and industry best practices to ensure any customer working with a REALTOR a high quality of service and uphold our code of ethics.~~

Commitment

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- Session 1: February 13-14, 2017 at the Nebraska REALTORS® Association, Lincoln
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I understand the purpose of the *Leadership Academy* program and, if I am selected, I will devote the time and resources necessary to complete the program.

Applicant Signature  Date 12-31-16

Print Name Brandon L. Frans

Tuition

If accepted into the *Leadership Academy* program, you will be billed for the \$500 non-refundable tuition fee that covers all session costs and materials.

- ☒ I will be responsible for tuition
- ☐ Broker paying tuition
- ☐ Local Board Providing Scholarship
- ☒ Please consider this application for an NRA Scholarship

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Instructions

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I. Personal Data

Date 12/27/16
Full Name BRIAN KAYS First Name or Nickname Preferred BRIAN
Date of Birth 3/4/79 Gender: Male ☒ Female ☐
Home Address 8110 S. 193rd ST GRETNA NE 68028
Business Address 331 Village Pointe Plaza OMAHA NE 68118
Home Phone 402-506-4828 Business Phone 402-740-0187
E-mail address Brian.Kays@BHSamb.com Fax 402-493-4805
Please check one ☐ Real Estate Broker ☒ Sales Associate / Year licensed 2013
Local REALTOR® Association/Board OMAHA AREA BOARD of REALTORS
Real Estate Specialty(ies) (appraisal, commercial, residential, etc.) Residential
Real Estate Designations earned Accredited Residential Manager (ARM)

II. Education

(Briefly summarize your education background)

| A. Name and Location of School | Dates (from-to) | Degree | Major | Minor |
|-------------------------------------|-----------------|---------------------|----------------------|------------------------|
| UNIVERSITY of NE of OMAHA | 1997-2002 | Bachelor of Science | Marketing Management | American Sign Language |
| Randall School of Real Estate | 2013 | Salesperson | REALTOR® | |
| Institute of Real Estate Management | 2010 | ARM | | |

III. WORK EXPERIENCE

A. Year Licensed 2013 Year joined present real estate firm 2015

Title (Agent, Broker, Owner etc.) Agent - REALTOR®

Briefly describe your job responsibilities:

I act as an intermediary between buyers and sellers of real property while being held to a higher Code of Ethics than an agent.

B. List previous work experience, starting with current or most recent: (Include active military duty.)

| <u>Organization/Firm</u> | <u>Title/Responsibility</u> | <u>From</u> | <u>To</u> |
|------------------------------|-----------------------------|-------------|-----------|
| BHHS | Realtor® | 2015 | Current |
| Giff Real Estate | Realtor® | 2013 | 2015 |
| NP Dodge Property Management | Area Manager | 2013 | 2009 |
| Mercy Housing Services | Area Manager | 2007 | 2009 |
| Goldmark Property Management | Property Manager | 2005 | 2007 |

C. What do you consider your highest career achievement to date?

I began my Real Estate career with the principle that "We make a living by what we get. We make a life by what we give." - Winston Churchill. I started by pledging to donate 1% of my commission to my clients charity choice. I have now been able to raise that pledge to 10% of every commission. I have donated over \$10,000 over 20+ charities that my clients support. I have also served as the OABR/YPN Treasurer, Vice Chair and currently serve as Chairman.

D. Business/Professional Affiliations (if any) (Please include local Board of REALTORS® and/or NRA involvement.)

| <u>Name of Group</u> | <u>Positions Held or Assignments</u> | <u>Period of Affiliation</u> |
|----------------------------------|--------------------------------------|------------------------------|
| OABR Young Professionals Network | Treasurer | 2015 |
| OABR YPN | Vice Chairman | 2016 |
| OABR YPN | Chairman | 2017 |
| | | |
| | | |
| | | |

IV. Community Involvement

A. Include community, civic, religious, political, government, social, athletic, or other activities.

Organization Remington Ridge Home Owners Association

Assignment/Position Elected Representative

Describe Responsibilities Meet with developer to establish a budget and inform all members of decisions.

Organization Men of Bethany (M.O.B.) Bethany Lutheran Church

Assignment/Position Steward

Describe Responsibilities A men's ministry whose mission is to connect with other men for the purpose of community, accountability, support, service and prayer.

Organization Autism Society - Autism Speaks of NEASKA

Assignment/Position Volunteer

Describe Responsibilities Assist with organizing local charity walks and fund raising events.

B. Do you feel community involvement is important? Why? Community involvement is essential for the constant improvement of neighborhoods, schools, local government, public perception of Realtors® and humanity as a whole. Volunteering saves resources, can beautify areas, brings people together and has health benefits for both the volunteer and those he/she helps.

V. General Information

(One of the goals of the *Leadership Academy* is to build a network of Association leaders who can enhance their problem-solving skills and other leadership abilities through shared perspectives and working together.)

A. What do you feel are the three most significant challenges facing the real estate profession and REALTOR® associations today? I feel the increasing property and SID taxes are slowing new construction home sales. That combined with declining existing homes inventory and slower increases of wages is putting a restraint on home buyers that does not need to be there. This also causes an increase in the median sales price that can keep the first time home owner from being able to afford a home.

B. What do you feel needs to be done about one of these challenges? The problem first must be addressed at the Legislative level with proven reform. Options such as the "Circuit breaker" approach is gaining popularity and gives relief to those who need it most. The burden of change in new construction and SID assessments fall on the developers. Ideas such as limits on the amount of debt a developer can attach to a subdivision and how high an SID levy can be relative to the value of the homes being built can be explored. Along with minimum requirements for parks, services and green spaces to keep communities attractive and desirable.

C. What specific skills/knowledge do you hope to gain from your participation in the *Leadership Academy*? I hope to gain insight into the NEBRASKA REAL ESTATE COMMISSION management challenges facing our industry. While obtaining skills and developing my problem-solving through interaction with a network of leaders across the state to secure a better and brighter future.

Commitment

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- Session 3: October 25-26, 2017 Location TBD

I understand the purpose of the *Leadership Academy* program and, if I am selected, I will devote the time and resources necessary to complete the program.

Applicant Signature B. E. Kays Date 12/27/16

Print Name BRIAN E. KAYS

Tuition

If accepted into the *Leadership Academy* program, you will be billed for the \$500 non-refundable tuition fee that covers all session costs and materials.

☐ I will be responsible for tuition

☐ Broker paying tuition

☒ Local Board Providing Scholarship

☒ Please consider this application for an NRA Scholarship

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Type or print. Please complete each section fully. Limit answers to the available space. Application must be signed by applicant and returned no later than December 31, 2016.

I. Personal Data

Date Jan 12, 2017
Full Name Andrea Lane First Name or Nickname Preferred Andrea
Date of Birth Aug 18, 1976 Gender: Male ☐ Female ☒
Home Address 9115 S 171st Ave Omaha, NE 68136
Business Address 331 Village Pointe Plaza #201 Omaha, NE 68118
Home Phone _____ Business Phone 402 306 5055
E-mail address andrealane1@gmail.com Fax _____
Please check one ☐ Real Estate Broker ☒ Sales Associate / Year licensed 2006
Local REALTOR® Association/Board OADR
Real Estate Specialty(ies) (appraisal, commercial, residential, etc.) Residential
Real Estate Designations earned CRS, GRI, RCR, SFR

II. Education

(Briefly summarize your education background)

| A. Name and Location of School | Dates (from-to) | Degree | Major |
|---------------------------------------|----------------------|---|---------------------|
| <u>Bellvue East High School</u> | <u>NE 90-94</u> | <u>Gen</u> | |
| <u>University of Nebraska-Lincoln</u> | <u>Aug 94-May 99</u> | <u>Bach of Arts</u> | <u>Theatre</u> |
| | | <u>Bach of Journalism & Mass Comm</u> | <u>Broadcasting</u> |
| | | <u>Assoc.</u> | <u>Sociology</u> |

III. WORK EXPERIENCE

A. Year Licensed 2006 Year joined present real estate firm Nov 2011

Title (Agent, Broker, Owner etc.) Agent

Briefly describe your job responsibilities:

Real Estate agent in top 10 of Individual agents at of over 500
for 2 years in a row by helping buyers & sellers transact.
Teach agents Social marketing & apps to help their business.

B. List previous work experience, starting with current or most recent: (Include active military duty.)

| Organization/Firm | Title/Responsibility | From | To |
|--------------------|---|---------|-----------|
| Self | Voice Over Talent - Voice Commercials + phone Systems | 1996 | present |
| NRG Media | On-air DJ + Creative Agent | Dec 01 | Nov 02 |
| DeB Store | Manager - Ran a multi-million store | July 00 | Feb 03 |
| NRG Networks | on air National Radio DJ | 01 | 06 |
| Journal/Star 101.5 | on air DJ | Oct 99 | Dec 01 |
| | | | Fall + PT |

C. What do you consider your highest career achievement to date?

The response I got from teaching agents is amazing and gratifying.

O'D Real Estate - I closed a 5 domine deal working all sides smoothly and am friends with all the clients.

D. Business/Professional Affiliations (if any) (Please include local Board of REALTORS® and/or NRA involvement.)

| Name of Group | Positions Held or Assignments | Period of Affiliation |
|---------------|-------------------------------|-----------------------|
| Chamber | Social Committee | 1 year |
| | | |
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IV. Community Involvement

A. Include community, civic, religious, political, government, social, athletic, or other activities.

Organization Recup 2 Fun - non profit kids Consignment Sale

Assignment/Position 75+ hour member for 12+ years

Describe Responsibilities media marketing, sales, volunteer, all things

Organization Courts 4 Kids - non profit volleyball tournament

Assignment/Position Founder - raise money for Sunshine Kids (EOL3C)

Describe Responsibilities find sponsors and organize tournament

Organization Church

Assignment/Position Announcer + all around help

Describe Responsibilities weekly announcements, help with fundraisers

B. Do you feel community involvement is important? Why? Yes, I believe you should give to get. You get a better picture of all aspects around the community you sell in. It is a wonderful feeling to give back.

V. General Information

(One of the goals of the **Leadership Academy** is to build a network of Association leaders who can enhance their problem-solving skills and other leadership abilities through shared perspectives and working together.)

A. What do you feel are the three most significant challenges facing the real estate profession and REALTOR® associations today? Lack of Education of Realtors. Even with increased CE many agents take easy, not informative.
- Being seen as a valued career; which I feel is tied to Education.

- Safety in an ever changing online market.

B. What do you feel needs to be done about one of these challenges? I think a 2 year college degree or 5 years of 2 million production should be a standard. A home is an asset not just a paycheck. I think an education standard can set a precedence for being seen as a valued career.
- more safety training as a standard practice.

C. What specific skills/knowledge do you hope to gain from your participation in the **Leadership Academy**? Better view of how others want to help our career field. I love to learn so I'm excited to do so!

Commitment

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- Session 2: May 2-3, 2017 Location TBD
- Session 3: October 25-26, 2017 Location TBD

I understand the purpose of the *Leadership Academy* program and, if I am selected, I will devote the time and resources necessary to complete the program.

Applicant Signature

Date

Print Name

Tuition

If accepted into the *Leadership Academy* program, you will be billed for the \$500 non-refundable tuition fee that covers all session costs and materials.



I will be responsible for tuition



Broker paying tuition



Local Board Providing Scholarship



Please consider this application for an NRA Scholarship

DEADLINE FOR APPLICATION IS DECEMBER 31, 2016.

Mail to: Nebraska REALTORS® Association
Attn: *Leadership Academy*
800 South 13th St., Suite #200
Lincoln, NE 68508
Fax to 402.323.6501 or
Email to Christie@NebraskaRealtors.com



Nebraska REALTORS® Association

Confidential Application for 2017 Appointment

Instructions

Type or print. Please complete each section fully. Limit answers to the available space. Application must be signed by applicant and returned no later than December 31, 2016.

I. Personal Data

Date 12.14.16

Full Name Sean P Lee First Name or Nickname Preferred Sean

Date of Birth 4.08.69 Gender: Male X Female

Home Address 16224 Orchard Cir Omaha NE 68135

Business Address 17117 Burt St Omaha NE 68118

Home Phone 402-657-8491 Business Phone 402-657-8491

E-mail address Sean@NebraksaRealty.com Fax 402-491-0144

Please check one ☐ Real Estate Broker ☒ Sales Associate / Year licensed 2015

Local REALTOR® Association/Board Omaha

Real Estate Specialty(ies) (appraisal, commercial, residential, etc.) Residential

Real Estate Designations earned GRI - 2016

II. Education

(Briefly summarize your education background)

| <u>A. Name and Location of School</u> | <u>Dates (from-to)</u> | <u>Degree</u> | <u>Major</u> |
|---|------------------------|--------------------------|---------------------------|
| <u>Bellevue University, Bellevue NE</u> | <u>2004-2006</u> | <u>Master of Science</u> | <u>Human Services</u> |
| <u>Bethany College, Lindsborg KS</u> | <u>1987-1991</u> | <u>Bachelor of Arts</u> | <u>Economics-Business</u> |
| | | | |
| | | | |

III. WORK EXPERIENCE

A. Year Licensed 2015 Year joined present real estate firm 2015

Title (Agent, Broker, Owner etc.) Agent

Briefly describe your job responsibilities:

Help clients buy, rent or sell residential properties. Provide resources to clients for finances and repairs.

Study communities and home values, provide data and feedback to clients regarding their property. Help

clients stage their home for sale, build relationships with community members, volunteer, represent the

Realtor brand and broke as described in the Code of Ethics, be an honest, loyal and professional, etc

B. List previous work experience, starting with current or most recent: (Include active military duty.)

| <u>Organization/Firm</u> | <u>Title/Responsibility</u> | <u>From</u> | <u>To</u> |
|--------------------------|-----------------------------|-------------|-----------|
| Nebraska Realty | Residential Sales | 2015 | Present |
| Boys Town | Recruiter/Trainer | 2009 | 2015 |
| Boys Town | Clinical Specialist- | 2006 | 2009 |
| Boys Town | Family Teacher | 1998 | 2006 |
| Alco | Store Manager | 1996 | 1998 |

C. What do you consider your highest career achievement to date?

My highest career achievement to date is raising 41 teenage girls with my wife as Family Teacher at Boys town. I have the opportunity of walking on of those girls down the aisle at her wedding and we continue to be supports for many of those girls who lived in our home. Caring, supporting and teaching them life skills has been my greatest achievement and will continue to be.

D. Business/Professional Affiliations (if any) (Please include local Board of REALTORS® and/or NRA involvement.

| <u>Name of Group</u> | <u>Positions Held or Assignments</u> | <u>Period of Affiliation</u> |
|----------------------------------|--------------------------------------|------------------------------|
| Omaha Area Board of Realtors | | 2015 to present |
| Nebraska Association of Realtors | | 2015 to present |
| National Association of Realtors | | 2015 to present |
| RPAC | | 2015 to present |
| Great Plains MLS | | 2015 to present |

IV. Community Involvement

A. Include community, civic, religious, political, government, social, athletic, or other activities.

Organization Westwood Church
 Assignment/Position Teen youth group leader - since 2000
 Describe Responsibilities support for teens in church, participate in activities to give back in community

Organization Omaha Area Board of Realtors
 Assignment/Position Senator Contact Team
 Describe Responsibilities Communicate with assigned Nebraska Senator on bills etc. that affect real estate in NE

Organization Omaha Area Board of Realtors
 Assignment/Position MLS Committee
 Describe Responsibilities Review and provide information regarding changes/improvements to the MLS system

B. Do you feel community involvement is important? Why? Community involvement is important as it strengthens families, neighborhoods, schools and builds pride. Getting involved help to build tolerance and acceptance. Keeping involved helps everyone and creates safety and kindness for everyone.

V. General Information

(One of the goals of the *Leadership Academy* is to build a network of Association leaders who can enhance their problem-solving skills and other leadership abilities through shared perspectives and working together.)

A. What do you feel are the three most significant challenges facing the real estate profession and REALTOR® associations today? _____

The top three challenges I see regarding the Real Estate profession are 1. adapting to the ever changing/varying technologies, 2. education for homebuyers and 3. the poor reputation/perception of Realtor profession in the community.

B. What do you feel needs to be done about one of these challenges? _____

Realtors need to be held to the high standards as noted in the handbook. Providing education to homebuyers and sellers on the processes (finance, listing, contracts etc.) will help change perceptions and increase the value and respect for the profession.

C. What specific skills/knowledge do you hope to gain from your participation in the *Leadership Academy*? _____

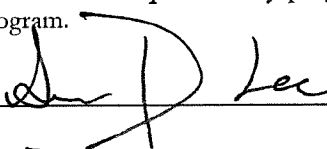
I hope to gain insight on issues, build friendships, provide suggestions for change, learn personal and professional growth skills, learn of opportunities to get involved on all levels and become a catalyst (with others) to changing, improving, and maintaining the excellence of being a Realtor.

Commitment

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- Session 3: October 25-26, 2017 Location TBD

I understand the purpose of the *Leadership Academy* program and, if I am selected, I will devote the time and resources necessary to complete the program.

Applicant Signature  Date 12/29/16

Print Name SEAN P LEE

Tuition

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- ☒ I will be responsible for tuition
- ☐ Broker paying tuition
- ☐ Local Board Providing Scholarship
- ☒ Please consider this application for an NRA Scholarship

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Nebraska REALTORS® Association

Instructions

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I. Personal Data

Date 12/15/16
Full Name Dorcie Lewin First Name or Nickname Preferred _____
Date of Birth 02/16/90 Gender: Male ☒ Female _____
Home Address 5818 Woodworth Ave. Omaha, NE 68106
Business Address 7501 Wesley Plaza Omaha, NE 68114
Home Phone 402-651-1835 Business Phone 402-397-7775
E-mail address dlewin@pjmorgan.com Fax _____
Please check one ☒ Real Estate Broker ☐ Sales Associate / Year licensed 2012
Local REALTOR® Association/Board OABR
Real Estate Specialty(ies) (appraisal, commercial, residential, etc.) Residential & Commercial
Real Estate Designations earned _____

II. Education

(Briefly summarize your education background)

| A. Name and Location of School | Dates (from-to) | Degree | Major |
|--------------------------------|-----------------|-------------|---|
| <u>UNO</u> | <u>'08-'12</u> | <u>BSBA</u> | <u>Real Estate, Finance & Banking</u> |
| | | | |
| | | | |
| | | | |

III. WORK EXPERIENCE

A. Year Licensed 2012 Year joined present real estate firm 2010
Title (Agent, Broker, Owner etc.) Associate Broker

Briefly describe your job responsibilities:

Full-time residential sales and commercial leasing and sales.
I also help mentor new agents in our firm - including
3 in 2016.

B. List previous work experience, starting with current or most recent: (Include active military duty.)

| <u>Organization/Firm</u> | <u>Title/Responsibility</u> | <u>From</u> | <u>To</u> |
|--------------------------|-----------------------------|-------------|-----------|
| PT Morgan Real Estate | Property Manager | '10 | '12 |
| PT Morgan Real Estate | Intern | '10 | '10 |
| | | | |
| | | | |
| | | | |

C. What do you consider your highest career achievement to date?

Growing my business enough to support hiring a VNO real estate major as an assistant, and owning multiple investment properties.

D. Business/Professional Affiliations (if any) (Please include local Board of REALTORS® and/or NRA involvement.)

| <u>Name of Group</u> | <u>Positions Held or Assignments</u> | <u>Period of Affiliation</u> |
|----------------------|--------------------------------------|------------------------------|
| CIE | Board Member | Dec. 2012 |
| BNI | President | Feb. 2014 |
| | | |
| | | |
| | | |

IV. Community Involvement

A. Include community, civic, religious, political, government, social, athletic, or other activities.

Organization Alexander - Elmwood HOA
 Assignment/Position Member
 Describe Responsibilities Monthly meetings

Organization _____
 Assignment/Position _____
 Describe Responsibilities _____

Organization _____
 Assignment/Position _____
 Describe Responsibilities _____

B. Do you feel community involvement is important? Why?

Yes I believe community involvement is extremely important in order to strengthen the community, relationships, and to help foster a culture of giving back and supporting one another.

V. General Information

(One of the goals of the **Leadership Academy** is to build a network of Association leaders who can enhance their problem-solving skills and other leadership abilities through shared perspectives and working together.)

A. What do you feel are the three most significant challenges facing the real estate profession and REALTOR® associations today?

1. I believe that untrained and uneducated agents in the business pose a threat to the reputation of the Realtor brand.
2. Too many misguided decisions made by leaders who don't understand their obligations and responsibilities within their associations.
3. I also believe that many leaders are not equipped to deal with the technology changes facing Realtor associations.

B. What do you feel needs to be done about one of these challenges?

Regarding number three above, a program such as Leadership Academy can be extremely beneficial in preparing tomorrow's leaders for the challenges real estate professionals and Realtor associations will face both now and in the future.

C. What specific skills/knowledge do you hope to gain from your participation in the **Leadership Academy**?


I hope to learn more about how Associations operate, make decisions, determine value for their members. I also hope to gain some skills that will help me with my own business.

Commitment

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- Session 3: October 25-26, 2017 Location TBD

I understand the purpose of the *Leadership Academy* program and, if I am selected, I will devote the time and resources necessary to complete the program.

Applicant Signature  Date 12/28/16
Print Name Darrah Lewin

Tuition

If accepted into the *Leadership Academy* program, you will be billed for the \$500 non-refundable tuition fee that covers all session costs and materials.

- ☒ I will be responsible for tuition
- ☐ Broker paying tuition
- ☐ Local Board Providing Scholarship
- ☒ Please consider this application for an NRA Scholarship

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Nebraska REALTORS® Association

Instructions

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I. Personal Data

Date 1-6-17
Full Name Terri L Pruitt First Name or Nickname Preferred _____
Date of Birth 9-5-61 Gender: Male _____ Female X
Home Address Po Box 460752 papillion Ne 68046
Business Address 11310 John Galt Blvd Omaha Ne 68137
Home Phone 402-612-1509 Business Phone 402-592-9200
E-mail address terriPruitt2@hotmail.com
Please check one ☐ Real Estate Broker ☒ Sales Associate / Year licensed 2007
Local REALTOR® Association/Board Great Plains
Real Estate Specialty(ies) (appraisal, commercial, residential, etc.) _____
Real Estate Designations earned should get my GRT this Spring

II. Education

(Briefly summarize your education background)

| A. Name and Location of School | Dates (from-to) | Degree | Major |
|--------------------------------|------------------|-----------------|------------------------------------|
| <u>Metro</u> | <u>2013-2015</u> | <u>cos.</u> | <u>Business Mgmt / Real Estate</u> |
| <u>Bellows University</u> | <u>2016-2018</u> | <u>Bachelor</u> | <u>BS Marketing</u> |

III. WORK EXPERIENCE

A. Year Licensed 2007 Year joined present real estate firm 2007

Title (Agent, Broker, Owner etc.) Realtor

Briefly describe your job responsibilities:

Independence Real Estate Agent, that works with clients whether
buying or selling residential, commercial, rental. helps mentor
supervisors. communicate effectively with clients on the right
prices of their home, close deals.

B. List previous work experience, starting with current or most recent: (Include active military duty.)

| <u>Organization/Firm</u> | <u>Title/Responsibility</u> | <u>From</u> | <u>To</u> |
|--------------------------|-----------------------------|-------------|-----------|
| Honey Baker's Ham | Manager | 2004 | 2006 |
| Zales | Sales Associate | 2009 | 2011 |
| Chico's | Asst Manager | 2009 | 2012 |
| | | | |
| | | | |

C. What do you consider your highest career achievement to date?

I have several notable accomplishments in my career. Probably the most notable accomplishment is building my relationship with my clients and expanding my business to working with the relocation department. Also I went back to school to get my degree to help increase my knowledge to grow my business.

D. Business/Professional Affiliations (if any) (Please include local Board of REALTORS® and/or NRA involvement.)

| <u>Name of Group</u> | <u>Positions Held or Assignments</u> | <u>Period of Affiliation</u> |
|----------------------|--------------------------------------|------------------------------|
| Agency Law | Committee | 6 mo |
| NRA | " | 6 mo |
| Women's Council | " | 1 yr. |
| | | |
| | | |

IV. Community Involvement

A. Include community, civic, religious, political, government, social, athletic, or other activities.

Organization Paint A House
 Assignment/Position Volunteer
 Describe Responsibilities help paint an older lady house this last summer in W. Omaha

Organization Project War Care
 Assignment/Position Volunteer
 Describe Responsibilities help donated toys for kids

Organization Salvation Army
 Assignment/Position Volunteer
 Describe Responsibilities Ball Ringing

B. Do you feel community involvement is important? Why? It provides physical & mental rewards.
It helps for people to know who you are and what you
stand for your company. Can help grow your business.

V. General Information

(One of the goals of the *Leadership Academy* is to build a network of Association leaders who can enhance their problem-solving skills and other leadership abilities through shared perspectives and working together.)

A. What do you feel are the three most significant challenges facing the real estate profession and REALTOR® associations today? What seller expectation are on the price of homes, not enough
inventory, the technology that has given consumer more
information and how they can sell their own without a
Realtor. I feel that everyone one should be licensed such
as anyone that has to do with selling a home.

B. What do you feel needs to be done about one of these challenges?

C. What specific skills/knowledge do you hope to gain from your participation in the *Leadership Academy*? The overall
course. I went back to school getting my Degree in BSMultitry
many of these Subject work a done with what I learning. I
look forward to expanding my knowledge.

Commitment

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I understand the purpose of the *Leadership Academy* program and, if I am selected, I will devote the time and resources necessary to complete the program.

Applicant Signature Terri Pruitt Date 1-9-17

Print Name Terri Pruitt

Tuition

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- ☐ I will be responsible for tuition
- ☐ Broker paying tuition
- ☐ Local Board Providing Scholarship
- ☒ Please consider this application for an NRA Scholarship

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Nebraska REALTORS® Association

Instructions

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I. Personal Data

Date 12.29.16
Full Name MONICA SEYBOLD First Name or Nickname Preferred MONICA
Date of Birth 9-29-59 Gender: Male _____ Female X
Home Address 17304 Emmet St. Omaha, NE 68116
Business Address 15950 W. Dodge Rd, #300, Omaha, NE 68118
Home Phone 402-680-3300 Business Phone 402-964-4601
E-mail address monica.seybold@cbshome.com Fax 402-964-4650
Please check one ☒ Real Estate Broker ☐ Sales Associate / Year licensed 1985
Local REALTOR® Association/Board DABR
Real Estate Specialty(ies) (appraisal, commercial, residential, etc.) Recruiting & Education
Real Estate Designations earned GRI, PMN

II. Education

(Briefly summarize your education background)

| A. Name and Location of School | Dates (from-to) | Degree | Major |
|---------------------------------------|------------------|-----------------------------------|-------|
| <u>North Bend Central High School</u> | <u>1973-1977</u> | <u>graduate w/ honors</u> | |
| <u>Southwest Community College</u> | <u>1977-1978</u> | <u>Certified Dental Assistant</u> | |
| <u>Randall School of Real Estate</u> | <u>1985</u> | <u>passed 2 classes</u> | |

III. WORK EXPERIENCE

A. Year Licensed 1985 Year joined present real estate firm 1990

Title (Agent, Broker, Owner etc.) Director Career Opportunities & Education

Briefly describe your job responsibilities:

Recruiting, Retention, Educational Opportunities, Mentoring.

B. List previous work experience, starting with current or most recent: (Include active military duty.)

| Organization/Firm | Title/Responsibility | From | To |
|------------------------|----------------------|-------|------|
| ASA Distributing Co. | Office Manager | 1981 | 1985 |
| Hussing/Berry Dentists | Dental Assistant | 1978- | 1981 |
| | | | |
| | | | |

C. What do you consider your highest career achievement to date?

NAAR Realtor of the Year 2009

D. Business/Professional Affiliations (if any) (Please include local Board of REALTORS® and/or NRA involvement.

| Name of Group | Positions Held or Assignments | Period of Affiliation |
|---------------------------|--|-----------------------|
| NAAR | Board of Directors | 2003-2009 |
| NRA | Omaha Regional Director | 2014-2016 |
| NCR (Local Omaha Chapter) | Member, Committee Chair, VP, President in 1998 | 1990 - Present |

IV. Community Involvement

A. Include community, civic, religious, political, government, social, athletic, or other activities.

Organization Community of Grace
 Assignment/Position Parishioner
 Describe Responsibilities Assist Worship Team w Song Show Plus, Hospitality Cmte (provide refreshments)

Organization Hats for Homeless, Project Linus
 Assignment/Position _____
 Describe Responsibilities Crochet hats & Blankets

Organization Project Linus Omaha Planning Board
 Assignment/Position Planning Board Member appointed by Mike Fahy
 Describe Responsibilities Crochet Blankets 2015-2008

B. Do you feel community involvement is important? Why? Yes! "Give it out in slices, it comes back in loaves" to quote a person I admire.

V. General Information

(One of the goals of the **Leadership Academy** is to build a network of Association leaders who can enhance their problem-solving skills and other leadership abilities through shared perspectives and working together.)

A. What do you feel are the three most significant challenges facing the real estate profession and REALTOR® associations today?

- ① Lack of commitment to build a prosperous, profitable business
- ② Balance between Agent & Broker Centric positions
- ③ Consumer perspective of our business

B. What do you feel needs to be done about one of these challenges?

Identify talent to hire and most importantly, set a standard by recruiting. Be bold enough as a profession to say "this is how we do it here". Stop forgiving behavior that is not professional.

C. What specific skills/knowledge do you hope to gain from your participation in the **Leadership Academy**?

Understanding others, their perspective, mind set & past experience to be a better listener, persuader, leader.

Commitment

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- Session 3: October 25-26, 2017 Location TBD

I understand the purpose of the *Leadership Academy* program and, if I am selected, I will devote the time and resources necessary to complete the program.

Applicant Signature Monica S. Seybold Date 12.29.16

Print Name MONICA S. SEYBOLD

Tuition

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- ☐ I will be responsible for tuition
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