



## Annual Election

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ership, committees, and special task forces keep me abreast of the current challenges of our industry.

### **What skills and experience do you bring to this position?**

- Vice President SDAR 2010
- Director SDAR 2009, 2008, 2007
- CAR Director 2011, 2010
- Strategic Planning 2010, 2009, 2008, 2007
- Budget and Finance Committee 2011, 2010
- Housing Opportunity Committee 2004-2011 (Chair 2010)
- Events Committee 2005-2009 (Chair 2009)
- Grievance Committee 2011, 2010, 2009
- Government Affairs Committee 2008-2011
- Risk Management Task Force 2010, SDAR Branding/Marketing 2009, Districts 2008, Diversity Task Force 2007
- Relocation Task Force 2010-2011, City of San Diego - Mayor Sander's Appointment
- RMS Designation 2007 - 2011
- SFR Designation 2011, 2010

Having entered our industry with an accomplished professional background in management, with large corporations including the airlines and the Union Tribune, I have the greatest respect and appreciation for the Real Estate

business. With the turbulent economic times, our industry has become a target for additional monetary resources for our government, i.e., mortgage interest deduction being threatened and the implementation of local business tax fees for individual real estate agents, etc.

My leadership philosophy translates to allowing the knowledge, experience and input of others to be used for the greater good of all. It also has been reflected in my willingness to speak out about issues that are significant to our members. My background in organizing and serving as a labor union president for a major corporation trained me to make myself available, listen to members needs and provide the solutions (education, information, resources) to represent and protect the best interests of our industry and membership. It also instilled in me the recognition for the need of a collective voice to be heard and not one of personal interests or gain. The betterment and success of our organization and industry will be my personal gain.

### **What do you see as the key issues and challenges in the industry?**

Continued emphasis on risk management, education, government affairs and technology are all areas of critical importance to our profession and our

future. Current political issues demand that we actively involve ourselves and be heard as a powerful voice within our city, state, and country...especially with the current threats facing our industry, including; proposed restrictive home financing when needed for stabilizing homeownership, losing mortgage interest deductions, the short sale/REO process, and the lack of many HOAs' cooperation with our transactions...something I am currently working on for the benefit of all REALTORS®.

We have witnessed and experienced the devastation of the credibility of our industry by greed and unethical practices. The education and enforcement of our Code of Ethics will differentiate us from those who are not REALTORS®. Continuing to educate and holding our members to our established standard is imperative to maintain our professional standard and restore our value and credibility in our community.

### **What effect has your SDAR membership had on your career and what will you do to make SDAR more effective for members?**

SDAR has provided me the resources to reach the level of professionalism I sought in becoming a REALTOR®. There are so many changes affecting our business. The forum SDAR creates to share information and provide education has been invaluable.

My commitment is to represent our membership and real estate industry professionally. I will effectively lead our elected Board and Committee members to hone the skills and resources of our organization to: Improve our image with education and enforcement of ethical practice, promote our value as professionals, pursue the members' demand for an MLS that serves our needs, and to build our political strength as an organization to preserve our rights and ideals.

## CANDIDATE FOR VICE PRESIDENT



**Leslie Kilpatrick, Broker-Associate**  
Willis Allen Real Estate

### **Why do you seek this position?**

I have been a REALTOR® member of this organization since 1979. During that time I have served as a productive and responsible volunteer for many varied community, youth and industry organizations in the neighborhoods I have had the privilege to live, work and raise my family. When I make commitments, I

keep them and strive to maintain focus on problem solving, doing the right thing and thoughtful consideration of others. Our association and our very livelihoods face enormous challenges. I have an experienced yet progressive outlook along with a business style that is inclusive and optimistic. I like to say "It takes more than luck..." to succeed, to lead, to flourish. While that is most certainly true, I have always had the kind of good luck that comes when intense preparation meets a recognized opportunity.

### **What skills and experience do you bring to this position?**

For twenty five years I was a working full time REALTOR® representing buyers and sellers of residential, office and multi-family investment properties in San Diego. Since 2005 I have simultaneously managed two very different offices for Willis Allen Real Estate. The markets we serve are quite unique as are the personalities and styles of the REALTORS® I work for. I mentor, train, support, advise, learn from and care for a dynamic group of REALTORS®. I have an excellent understanding of the challenges we are facing together. My volunteer service to SDAR is recent, broad based and committed:

- 2009 SDAR Office Manager of the Year
- 2010/2011 SDAR Director
- SDAR Grievance Committee 2008 - 2010
- SDAR Grievance Committee Chair 2010
- SDAR Budget and Finance Committee Vice Chair 2011
- Sandicor Rules Committee 2010-2011
- SDAR Professional Standards Committee 2011
- SDAR Legal Task Force 2011
- SDAR MLS Task Force 2010-2011

### **What do you see as the key issues and challenges in the industry?**

Everything is changing. The consumer has changed. Technology evolves not just on a daily basis but literally in minutes. The business climate is different. We need to be thinking and planning strategically. There is so much information flowing that the key to maintaining relevance will be our knowledge. SDAR must be a dynamic forward-thinking source of that knowledge for our members and in turn they need to be that reliable source for the buyers and sellers of real estate in San Diego.

### **What effect has your SDAR membership had on your career, and what will you do to make SDAR more effective for members?**

My involvement at SDAR has given me the privilege of working with dedicated REALTORS® who have taught me to respect and understand business models, perspectives and markets other than my own. We are problem solvers, entrepreneurs and optimists. We are the backbone of volunteer community and youth organizations. I am proud to be a career REALTOR®. I have done my homework, am prepared and would be honored to represent you as San Diego Association of REALTORS® Vice President in 2012.

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