



**Dave Werner**

One of the things I have been thinking about for a long time is that the industry that has given so much back to me...and I believe this, more than anything, has moved me to want to serve on our board. I was asked in the interview, what do you tell agents that ask “what do I get for my money every year?” I have been asked this many times when I have served as a manager and owner, and my answer is this: The value that you get is not like a rental property that you run the numbers on and do a ROI analysis on. Like NAR is our voice nationally, and CAR statewide, our boards need to be our voice in the community. They need to raise our profession up and help shape our image. As an owner, I always held steadfast to my principle of joining our local board, and therefore my Agents always did the same.

I did a video about eight years ago called “Be Proud to be a Real Estate Professional” for Breakthrough Broker. It’s still on YouTube and their website. I feel very strongly about the value we, as Realtors, add and the critical importance we play in people’s lives. It’s all about the relationships we form and the trust we have with our clients—and so it follows the boards should take the lead with how we are viewed in our communities. That’s why I want to serve...to build that trust in the community. I would be honored to have your vote!

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