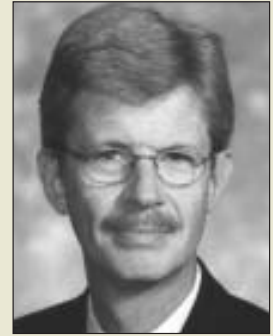


Leadership

Dennis Wilson



The Right Leader at the Right Time

Leadership qualities can be hard to define, but they are not difficult to identify. As I welcome David Herman as President of the British Columbia Real Estate Association (BCREA), I do so with confidence because he is an encouraging, supportive, and proven leader.

Good leaders are characterized by their accomplishments and their personalities. I have gotten to know David very well through our years of volunteering, first with the Fraser Valley Real Estate Board (FVREB) and then with BCREA. I have always been impressed by his selfless commitment to the real estate profession.

David is recognized for his exceptional interpersonal skills and a unique ability to use them in challenging situations. I admire his ability to address tough issues and help others achieve consensus.

A licensed Realtor since 1980, David currently works with Re/Max 2000 in Surrey. His thorough knowledge of the industry and his honesty and openness make him the ideal person to lead BCREA and the real estate profession to an even higher level of pride and achievement. Real estate has a huge impact as one of the top five economic sectors in the province. We have a lot to be proud and passionate about.

Since first serving as a FVREB committee volunteer in 1995, David has focused on forming a strong connection with members and will continue to encourage harmony and cooperation throughout organized real estate. He understands that the real work of leadership is communication—in both words and actions. He leads by example.

As FVREB president in 1999, David's goal was to enhance services to members and, ultimately, consumers. By the end of his term, Fraser Valley Realtors were using REALTOR Link™, a national Intranet that includes electronic forms, which evolved with David's help. As a FVREB volunteer, he chaired several committees including computer research, arbitration, and business practices. As a BCREA Director, David has chaired the finance and education committees.



David Herman

During his term as BCREA Vice President, David helped lead the Board of Directors in redefining the purpose of the Association and focus on organizational change. This process led to the development of a three-year Long-Range Plan that sets out a new future for the Association, focusing on BCREA's main areas of service: member services, communications, education, and government relations.

David's leadership will serve our Association particularly well this year, as

the provincial government undertakes a review of the *Real Estate Act*. This is a once-in-a-lifetime opportunity for us to influence the direction of our profession. The proactive stance we are taking to reform the *Real Estate Act* would have been impossible without focused planning. It is the perfect example of how we have become united in a single purpose, with Realtors across the province embracing the chance to work together and speak with one voice.

As other important issues arise, BCREA will use the *Real Estate Act* reform project as a model of how to consult with members, stakeholders, and the public on matters that affect the entire profession. David will use his proven strengths as a sensitive listener and straightforward communicator to lead the way.

With the support of our 12 member boards, and by adhering to the spirit of our Long-Range Plan, we have begun to accomplish our goals. As BCREA's new president, it is David's role to lead the Association in achieving its vision. I can't think of a person better suited for the job. ▲

Dennis Wilson, 2003 – 2004 Past President of BCREA, is a Lower Mainland Realtor with Re/Max Performance Realty. He is the 2001 recipient of the FVREB's "John Armeneau Professional of the Year Award" and former president of the Board.

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