

## CANDIDATE:



**Brian Shaw**  
Salesperson, Royal LePage State Realty

**How long have you been a member of:** Organized Real Estate: **8 yrs.** RAHB: **8 yrs.**

### **1. Why do you want to be a Director and how will you use your skills for the benefit of the Association and its Members?**

Being a member of organized real estate through the REALTORS<sup>®</sup> Association of Hamilton-Burlington for the past 8 years has afforded me experiences and opportunities that I may not have found otherwise. There inevitably comes a time to step up from spectator to player, and that time has come for me. I am a dedicated and results-driven sales professional with a proven track record in business development, marketing and client relationship building and management. Graduating in Business Management Studies at McMaster University helped me to strengthen a natural ability to identify, qualify and anticipate client needs, diffuse and mediate conflict, and arrive at possible solutions.

As a devoted husband and father of two very bright little girls, I know my purpose. I try to give positive meaning to everything. I will remain committed to making the right decisions by staying open and analyzing the facts, but most of all by realizing that everything we do has consequences. In the case of being a Director for RAHB, those same consequences will have a direct effect on our 3,150+ membership, and that is a responsibility I would never take lightly. By helping to grow the association with quality people and by keeping them engaged and energized, the better the results will be for our clients and for each other.

This has been my second year to serve proudly as Co-Chair to RAHB's Charity Auction Task Force, and fifth year as a member, which celebrated its 30th year on November 15th. I can say without a doubt that my time on this extraordinary team over the last several years has been a privilege. I could never give back as much as the children's stories of hope have given to me. I hope to be able to continue to be a part of the positive change happening within our association and bringing us all together at a different level now. RAHB is constantly out there in the community, on the front lines, promoting ethical standards and cooperation among our members. We are the entrepreneurs, we are the change makers, we are the risk takers, and I understand the importance of strengthening roots in the community, connecting people and building businesses.

I've served in many volunteer capacities as an advisor or adjudicator and hold memberships in diverse associations ranging from the Firefighter's Association of Ontario to the Professional Adjudicator's Alliance. I currently serve as Chairman of the Chapter Advisory Board of Phi Delta Theta International at McMaster University, and often encourage the membership to use the resources and training to help them become the best versions of themselves. Through this role I've had experience of board governance in a not for profit organization. It is my intention to apply that same fortitude that earned me the Alumni of the Year Award to RAHB, so that we may continue to be focused on doing business the right way. We are truly blessed to be in one of the strongest Real Estate Associations with some exemplary community leaders.

When we can all feel educated on the current issues affecting our area we raised the reputation of our profession as a whole and are more empowered as a result. RAHB has proven to me time and again that our value is not in brick and mortar, it's in the people of our Association, and when the people are your passion, amazing work can be done. I'm ready to work.

Thank you.