

NORTHEAST FLORIDA ASSOCIATION OF REALTORS®, INC.
CANDIDATE'S APPLICATION QUESTIONNAIRE FOR AN OFFICER OR DIRECTOR POSITION

1. Name Kimberly Hanna
2. Firm Name/Address CW Realty 204 W. Adkins St. Starke, FL 32091
3. Position held at Firm (owner/broker, broker associate, sales associate, etc.)? Sales Associate
 - a. Area of real estate specialty? Single family residence, Vacant Land
 - b. How much time do you spend in this profession? Full-time
 - c. In what field is the balance of your time spent? Sales, leadership, education
4. Number of years licensed. 6 Realtor® since. 2019
5. What was your occupation prior to obtaining a real estate license? Underwriter
6. Will you commit to attending the monthly Board of Directors meetings, general membership meetings, and any other special meetings as required? Yes
7. Are you willing to keep up with the volume of communications that concern association matters i.e., reading material, background material, etc.? Yes
8. Do you understand that, as a NEFAR Officer/Director, you will not hold a ceremonial position but rather one with fiduciary duties, responsibilities, and obligations to assist in moving the Association forward in the coming years based on the Strategic Plan? Yes
9. Do you understand that you may be asked to assist with special assignments during the year, and are you willing to commit to those assignments? Yes
10. Do you contribute to RPAC? YES!! M.I. Would you be willing annually to become, at a minimum, a \$99.00 RPAC contributor as an Officer or Director of this Association? Yes
11. What education level and skill sets do you possess that qualify you for the requested position(s)?
I graduated with an AA degree from St. Johns River State College. I am willing to think outside the box and ensure that integrity and reputation of NEFAR is the focus of all ideas and actions. I truly believe that we are blessed to have an amazing organization! I look forward to elevating us even further.
12. Qualifications (list positions held, year, and principal services if not on your attached resume/bio)
 - a. Realtor association activities (local, state, and national)
 - NEFAR-Leadership Academy, Graduate 2024
 - NEFAR-DEI, Vice-Chair 2025
 - NEFAR-Global Business Council 2023-2025
 - NEFAR-RPAC Committee Member 2025
 - Women's Council of Jacksonville-Member 2024, 2025
 - Women's Council of Jacksonville-Vice-Chair Membership and Retention 2025
 - Women's Council-LEAP 2025
 - Florida Realtors-Realtor Party Involvement Committee Member 2025
 - Florida Realtors-Diversity Committee 2025
 - Florida Realtors-Global Business Committee 2025

b. Civic Activities

Clean Up the Waterways-2024
Hunger Fight-2023, 2024

c. Leadership positions

NEFAR-Leadership Academy Graduate 2024
NEFAR-DEI, Vice-Chair 2025
Women's Council of Jacksonville-Vice-Chair Membership and Retention 2025
LEAP Class of 2025

13. What motivates your interest in serving as an Officer or Director?

From 2019, I have seen how NEFAR operates and knew that I wanted to be involved at a deeper level when the time was right. Being a part of the Board of Directors would allow the opportunity for a new voice to be heard. My heartbeat is to be an advocate for ALL Realtors in our association. For those who have felt their ideas may not matter, and to listen to perspectives from every licensee. For the association to feel like a partner and those involved are within reach to help in any way.

Question 14. & 15. For MLS Director Position Only

14. Please describe your level of expertise regarding MLS technology.

15. What is your knowledge of RETS, RESO, Data Integrity, and the new MLS rules and guidelines?

16. If selected by the Nominating Committee, I will abide by the Leadership Standards of Conduct in the NEFAR Policy Manual and I will commit to the duties of the position(s) if selected, including a minimum donor of \$99 for RPAC annually and serve in any of the following Officer/Director positions indicated below:

 05/09/25
Candidate Signature Date

Please check any position or positions for which you desire to be considered by Nominating.

- NEFAR Director OR NEFMLS Director
- NEFAR President-Elect**
- NEFAR Treasurer**
- NEFAR Secretary**
- NAR Large Association Director***

Kimberly Hanna

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Green Cove Springs, FL 32043
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kimberlyhanna@sellingsunnyfl.com

Career Summary: Dynamic and results-driven Real Estate Professional with a proven track record of guiding clients through the home buying and selling process in Northeast Florida since 2019. Recognized for exceptional client service, market knowledge, and a commitment to delivering a smooth, stress-free experience.

Licensure and Certifications:

- Licensed Real Estate Agent, Florida
- Member, Northeast Florida Association of Realtors (NEFAR)

Professional Experience: Real Estate Agent | CW Realty | 2019 – Present

- Provide expert guidance to buyers and sellers through every step of the real estate transaction process.
- Conduct detailed market analysis to help clients make informed decisions.
- Negotiate effectively on behalf of clients, ensuring favorable outcomes.
- Build and maintain strong relationships with clients, resulting in repeat business and referrals.

Skills:

- Client Relations
- Market Analysis
- Negotiation
- Contract Management
- Transaction Coordination

Education: Associates Degree in Nursing | St. Johns River State College 2010

Professional Memberships:

- Member, Northeast Florida Association of Realtors (NEFAR)
- Member, National Association of Realtors (NAR)
- Member, Women's Council of Jacksonville

Additional Information:

- Proven experience collaborating with home inspectors, lenders, and other real estate professionals to ensure seamless transactions.
- Strong familiarity with Northeast Florida's real estate market.