

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

1. Name Memory Hopkins
2. Firm Name/Address Memory Hopkins Real Estate
3. Position held at Firm (owner/broker, broker associate, sales associate, etc.)? owner/broker
 - a. Area of real estate specialty? residential
 - b. How much time do you spend in this profession? 40+
 - c. In what field is the balance of your time spent? residential listing and sales
4. Number of years licensed. 43 Realtor® since. 1983
5. What was your occupation prior to obtaining a real estate license? cashier
6. Will you make a commitment to attend the monthly Board of Director 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 realize that, as a NEFAR Officer/Director, you would not be in a ceremonial position but 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 Would you be willing to annually 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 to qualify for the position(s) requested?
40+ years of owning and operating my own real estate brokerage. Serving on every committee and leadership position on 4 associations of Realtors including President of 3. Serving on State and National Committees and as a State Board Director for both Florida and New York.
12. Qualifications (list positions held, year, and principal services if not on your attached resume/bio)
 - a. Realtor association activities (local, state, and national)
see attached

b. Civic Activities

Past President of the St. Augustine Lions Club. Co-Chair of their annual Seafood Festival. Volunteer with Christmas Come True in Flagler County.

c. Leadership positions

President, Secretary, Co-Chair

13. Why are you interested in serving as an Officer or Director?

I would like to stay involved with the future of NEFAR, especially in these changing times.

Questions 14. & 15. For MLS Director Position Only

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

15. What knowledge do you have of RETS and RESO?

16. If selected by the Nominating Committee, I will abide by the Leadership Standards of Conduct 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:

Memory Hopkins _____ 04/13/2026 _____

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***

Email this application and any additional documents to Nominating@NEFAR.com
Applications received after May 10, 11:59 pm will not be eligible for consideration

**** NEFAR Officer Positions:** These positions have additional requirements for a candidate to be considered by the Nominating Committee and to obtain an interview appointment. (FDLE background check & three-bureau credit report) See the next page for additional requirements that must be agreed to and completed by all candidates for NEFAR Officer positions.

***** NAR Large Association Directors:** When available from NAR, the NAR Large Association Director candidate must also complete a written NAR Director Application that includes the following:

- Statement by the applicant describing their involvement in real estate, why they are seeking a position on the NAR Board of Directors, and what they believe they can contribute in their role.
- Commitment to support the mission, priorities, and core values of NAR.
- Acknowledgment that the candidate will fulfill all duties and responsibilities of the role including but not limited to preparing for, attending, and participating in meetings and abiding by NAR policies and procedures.
- Have served in some capacity within NAR governance, a state or local association, or NAR Institute, Society, or Council.

The NEFAR Nominating Committee will review all NAR Large Association Director applications received by NEFAR to determine if they meet NAR's requirements for submission, if they do, they will be added to the NEFAR slate of officers and directors and voted on by the NEFAR REALTOR® membership. If NEFAR receives more applications than the number of allotted NAR Large Association Director positions, then NEFAR will submit only those with the highest number of member votes to fill the allotted positions.

Should no Member apply for this position, the President shall serve for a one-year term as a NAR Large Association Director. If the President does not wish to fill this NAR Large Association Director position, the Board of Directors will then elect the NAR Large Association Directors for a one-year term.

NEFAR's Large Association NAR Directors are required to annually satisfy all of the NAR Director's qualifications and performance expectations as outlined below and on NAR's website as periodically updated. The term of office may be up to three years, subject to annual membership fluctuations.

The Nominating Committee will review all NAR Large Association Director applications to ensure the candidates have met the qualifications and requirements. Once the Nominating Committee has confirmed the candidate has met the requirements and qualifications, the candidate shall be placed on the 2027 slate of officers and directors for membership vote.

Memory Hopkins, Broker
Licensed in Florida
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210 S. Beach St. Ste 202 Daytona Beach, FL 32114
Memory@MemoryHopkins.com
www.MemoryHopkinsRealEstate.com

Professional Qualifications

Memory Hopkins has over 40 years of experience in the sale and marketing of residential, waterfront, resort, farm, land, and commercial real estate.

Memory has 35 years of experience in brokerage and employee management as well as agent recruitment.

Experience:

1990- Broker/Owner: Memory Hopkins Real Estate

Dec 2009- Feb 2012 Managing Broker: Keller Williams Realty, Atlantic Partners St. Augustine/Palm Coast, FL

Nov 2008- Dec 2009 Broker-Associate: Watson Realty Corp. Palm Coast, FL

May 2006- Oct 2008 Managing Broker: Weichert, Realtors-Hallmark Properties, Central Florida

Jun 2005- May 2006 Managing Broker: Weichert, Realtors-Colpoys Palm Coast, FL

Mar 2002- May 2005 Broker/Owner: Weichert, Realtors-First Residential Group Syracuse, NY.

2001-2002: Broker-Associate: GMAC Real Estate, Syracuse, NY.

2000-2001: Broker-Associate: Prudential First Properties, Syracuse, NY.

1985-1990: Broker-Associate: Sun Harvest Realty Cato, NY.

1984-1985: Licensed Salesperson: Banning Realty Weedsport, NY.

1983-1984: Licensed Salesperson: Mosher Real Estate Auburn, NY.

Licenses and Certifications:

Licensed Real Estate Broker (FL) 2005

E-Pro Designation 2001

Certified International Property Specialist (CIPS) 2000

Certified Buyer Representative (CBR) 1996

Licensed Real Estate Broker (NC) 1994

Certified Residential Specialist (CRS) 1993

Graduate of the Realtor's Institute (GRI) 1990

Certified New York State Assessor 1986

Licensed Real Estate Broker (NY) 1986

Licensed Real Estate Salesperson (NY) 1983

Education:

National Association of Realtors Residential Council:

RS 201 Listing Strategies for the Residential Specialist 1992 RS 202 Sales Strategies for the Residential Specialist 1992

RS 200 Business Development for the Residential Specialist 1993

RS 206 Computer Applications for the Residential Specialist 1995

Management Training Institute

Managing a Real Estate Brokerage Effectively 1991

Marketing Management in a Real Estate Brokerage 1991

Counseling & Performance Evaluation 1991

NYS Association of Realtors

Realtors Institute Course I 1989

Realtors Institute Course II 1989

Realtors Institute Course III 1990

Real Estate Training Center

NYS Real Estate Broker's Course 1986

NYS Department of Equalization and Assessment

Phase I Assessment Administration 1984

Phase II Introduction to Appraisal 1985

Phase III Farm Appraisal 1986

Board of Assessment Review 1986

Awards:

2021 **Member of the Year** local BNI Chapter

2010 Top Lister and Top Agent Overall, Keller Williams Realty, St. Augustine

2010 Silver Award, Keller Williams Realty International

2008 Top Lister and Top Sales, Weichert, Realtors-Hallmark Properties

2007 Executive Club, Weichert, Realtors Franchise Award

2006 Top Lister, Weichert, Realtors-Hallmark Properties

1996, 1998-2002 "Platinum Award", the Greater Syracuse Association of Realtors

1990-2003 selected to NYS Association of Realtors Honor Society

1991 named "**Realtor of the Year**" Cayuga County Association of Realtors

Memberships and Affiliations:

Women's Council of Realtors 2011- (St. Augustine Chapter Chair 2014)
St. Augustine/St. Johns Association of Realtors 2012-
Northeast FL Association of Realtors 2010- Director 2024-
Flagler County Association of Realtors 2005- President 2017
FCMLS 2005- President 2018
Daytona Beach Association of Realtors 2006-
Florida Association of Realtors 2005-
Greater Syracuse Association of Realtors 1986-2005
Board of Directors 1995-1999
Executive Committee 1996-1998
President 1998
President Elect 1997
Second Vice President 1996
Regional MLS Committee 1992, 1994
Grievance Committee 1997-2002
Legislative Committee 1999-2004
Chairperson 2003-2004
Professional Standards Committee 2000-2005
Chairperson 2000-2002

Central New York Information Services (MLS) 1986-2005

Director 1999-2000
Risk Reduction Committee 1999-2002
Forms Task Force 1999-2005

New York State Association of Realtors 1983-2005

Board of Directors 1990-2004
Political Affairs Committee 1991-1999
Research and Analysis Committee 1991
Legislative Committee 1991-2004
International Committee 1998-2004
RPAC Trustee 2000-2004 **Chairperson 2002-2003**
Professional Standards Committee 2001-2004 **Chairperson 2004**
Government Affairs Committee 2000-2005

National Association of Realtors 1983-

Land Use Property Rights Committee 1998
Federal District Coordinator 2000-2004

Council of Residential Specialists 1993- (NYS Chapter President)

Cayuga County Association of Realtors 1983-2005

Board of Directors 1988-1996
Board Orientation Committee 1988
Forms Committee 1988-1989
Education Committee 1988-1997 (Chairperson 1993-1997)
Secretary 1988
MLS Chairperson 1989
President Elect 1989
President 1990
Treasurer 1991
Secretary 1992
Developed and Chaired Strategic Planning Committee 1991-1992

Chambers of Commerce:

Daytona Regional Chamber of Commerce 2014- 2023 (President Business Connector Group and Ambassador)
Port Orange Chamber of Commerce 2013-2016
St. Johns County Chamber of Commerce 2011- 2024 (Chair South Beach Council 2013-2015) (Chair St. Augustine Area Historic Council 2019-2020)
Flagler County Chamber of Commerce 2007-2016
Weedspport Area Chamber of Commerce 1993-2002 (President 1995-1996)
Greater Syracuse Chamber of Commerce 2003-2004
Cayuga County Chamber of Commerce 1991-2005
Board of Directors 2003-2005
First Vice President 2004
President 2005

Business Network International BNI

Local Chapter Net Worth 2020-2022 (VP 2021-2022)

Member of the Year 2021

Community Organizations:

Ancient City Lions Club (Secretary) 2011-2018

St. Augustine Lions Club (Secretary) 2018-2022

St. Augustine Lions Club (President 2022-2024)

Flagler/Palm Coast Civic Association 2009-2011

Flagler Habitat for Humanity Development Committee 2005-2011

Weedspport Lions Club 1993-2004

Victory Firemen's Auxiliary 1984-1992 (President 1985-1987)

Government:

Township of Victory

Elected Assessor 1984-1990 (Chairperson 1989-1990)

Appointed to Zoning Commission to develop zoning law 1988-1989

Appointed Secretary of newly formed Planning Board 1990-1992

Appointed Chairperson of Planning Board 1992-1994

Appointed to Cayuga County Planning Board 1992-1994