

MASSACHUSETTS ASSOCIATION OF REALTORS®
REALTOR® OF THE YEAR NOMINATION FORM

NAME OF ASSOCIATION: Greater Boston Association of REALTORS®

NAME OF NOMINEE: Deborah Heffernan

NOMINEE'S BUSINESS: Avenue 3 Real Estate, LLC

ADDRESS: One Mifflin Place, Suite 400

CITY, STATE, ZIP: Cambridge, MA. 02138

NOMINEE'S EMAIL: deborahheffernan@avenue3re.com

NAME OF PERSON: John Dulczewski
COMPLETING FORM

May the nominee directly receive an invitation to the Professional Awards and Recognition (PAR) Dinner on *September 19, 2012*, at the Rhode Island Convention Center in Providence, RI?
The nominee's dinner ticket will be paid for by MAR.

Yes X No

If no, who shall the invitation be sent to:

IMPORTANT:

A recent COLOR photograph is required to be attached or emailed.

ACHIEVEMENTS AND CONTRIBUTIONS FROM JANUARY 1 OF LAST YEAR TO PRESENT

1. LOCAL ASSOCIATION ACTIVITIES - local Association offices and committee work; special assignments; seminar activity and education work; membership and offices held in local chapters, institutes, etc. (*within last 18 months*)

Member, Greater Boston Association of REALTORS® (GBAR) Board of Directors, 2008 – 2012;
Member, GBAR Executive Committee, 2008 – 2012;
Chairman, GBAR Nominating Committee, 2012;
Member, GBAR Communications Committee, 2012;
Member, GBAR Grievance Committee, 2011- 2012;
President, GBAR, 2011;
Director, Greater Boston Real Estate Board (GBREB) Board of Directors, 2010 - 2011;
Member, GBAR Forms Task Force, 2010 - 2011;
Member, GBREB Nominating Committee, 2011;
President-elect, GBAR, 2010.

As president of our association in 2011, Debby participated in discussions with local and New England Region leadership of the National Association of Real Estate Brokers (NAREB), which has resulted in an agreement between GBAR and NAREB to cross-market programs to our respective association memberships, and share information and collaborate on advocacy of legislation and regulatory issues of mutual interest where appropriate. In addition, GBAR and NAREB are currently exploring opportunities to jointly present education and training on diversity issues to agents and brokers in the GBAR jurisdiction.

Additionally, during her term as president, she advocated for funding to produce and make available to members enhanced market data reports through a cooperative partnership with MAR and 10K Research which has provided added value to members by providing highly detailed monthly statistical reports on residential market activity in 64 communities in eastern Massachusetts, including 20 Boston neighborhoods.

2. STATE ASSOCIATION ACTIVITIES - State Association offices and committee work; attendance and participation at State conventions, Director meetings, education conferences, etc. (*within last 18 months*)

Director, Massachusetts Association of REALTORS®, 2008 – 2012,
Vice Chairperson, MAR Government Affairs Committee, 2012;
Member, MAR Professional Standards Committee, 2009 - 2012;
Member, MAR Audit Committee, 2011;
Member, MAR Government Affairs Committee, 2011;
Focus Area VP for Professional Development, 2010;
Chairperson, MAR Educator of the Year Committee 2010;
Attendee, REALTOR® Day on Beacon Hill, 2008-2012;
Attendee, MAR Conference & Trade Show, 2008-2011;
Attendee, MAR Housing Conference, Worcester, 2011.

3. NATIONAL ASSOCIATION ACTIVITIES - National offices and committee work; membership and work in institutes; attendance at National conventions, Director meetings, etc. (*within the last 18 months*)

Director, National Association of REALTORS®, 2011 – 2012;
Member, NAR State & Local issues Committee, 2011 – 2012;
RPAC Major Donor/Investor, Sterling R 2011 - 2012;
Attendee, NAR Mid-Year Legislative Meetings, 2009 - 2012;
Attendee, NAR Convention, 2009 - 2011;
Attendee, NAR Regional Work Housing Forum, Boston, 2011.

CIVIC AFFAIRS ACTIVITY - *include a description of the organizations and your level of involvement, e.g. how much time spent, specific activities, offices held, etc.* local, State and National level participation in civic and service clubs; charitable activities; political commissions or committees; fraternal or religious groups, etc. (*within the last 18 months*)

Volunteer, Operation American Soldier, 2011- 2012;
Sponsor, Arlington Land Trust, 2011 – 2012;
Fund-raiser and past treasurer and co-chair, Arlington High Hockey Club;
Annual Donor and supporter, Massachusetts Coalition for the Homeless, Boys & Girls Clubs, and both the Jimmy Fund and Susan G. Komen Breast Cancer Foundation.

5. BUSINESS ACCOMPLISHMENTS - *include a description of the organizations and your level of involvement, e.g. how much time spent, specific activities, offices held, etc.* public recognition of business conduct; service to clients; imaginative and creative advertising program; rehabilitation work; and land utilization, etc. (*within the last 18 months*)

Principal, Broker-Owner of Avenue 3 Real Estate, LLC, 2008 – present;
Manager and Vice President, Coldwell Banker Residential Brokerage, 2002 – 2006;
Sales/Branch Manager, DeWolfe New England, 1993 – 2002;
Sales Associate and Relocation Coordinator, Ivers & Stein, REALTORS®, 1983 – 1993;

Has earned Loss Mitigation Certification (LMC), following completion of MAR training program in 2011.

6. REALTOR® SPIRIT - faithfulness to principles of organized real estate Bylaws and regulations of his/her Association and the National Code of Ethics; time and effort expended in furthering principles of good real estate practice among other real estate brokers, press, general public

Debby's commitment to the REALTOR® Cause is evident by her regular participation in the association's annual visits to Beacon Hill and Capitol Hill to communicate the industry's position on legislation to state and federal lawmakers, as well as her support of RPAC and GBREBPAC. Her decision to increase her annual contribution and become a Sterling "R" Major Investor in 2011 illustrates her personal belief that the most effective approach to getting new members to take notice and get involved is to lead by example.

REALTOR® SPIRIT - Continued

Furthermore, her many years of service as a member of the GBAR Grievance Committee and MAR Professional Standards Committee demonstrate her dedication to the REALTOR® Code of Ethics and desire to promote increased professionalism among all real estate practitioners.

As a practicing broker and owner of a small, one office company she has benefitted from the public policy advocacy efforts of the association, taken advantage of the educational programming and networking events to advance herself professionally, and experienced first-hand many of the services and informational resources offered by the REALTOR® organization. That's why she is both passionate and proud of the work performed by the association and taken an active role in advancing the REALTOR® organization's mission. Specifically, while serving in volunteer leadership, she has acted as an association ambassador over the past three years visiting nearly two member firms to speak to agents on the Value of REALTOR® Membership, played an instrumental in efforts to locally produce and distribute an institutional video detailing member benefits and featuring member testimonials on REALTOR® membership, and last year addressed members and presided over the REALTOR® pinning ceremony and presentation of REALTOR® Oath to all attendees New Member Orientation classes.

7. OTHER COMMENTS

Debby has been a REALTOR® since 1984 and has participated in organized REALTOR® activities since the late 1980s when she first became active in the Women's Council of REALTORS® (WCR). After serving as president of the WCR Boston Chapter in 1991, she subsequently began volunteering for committee service with the local and state REALTOR associations and has participated on at least one GBAR or MAR committee or served in a leadership role each year since 1994.

Upon learning of her nomination for Greater Boston REALTOR® of the Year earlier this spring, she commented that "I would not have made a commitment {to actively volunteering in association activities} if I did not appreciate the work of our trade association and believe in the value we offer to our members."



PRESIDENT'S SIGNATURE: _____

RETURN TO:

REALTOR® OF THE YEAR COMMITTEE
c/o Paul Chasse
Massachusetts Association of REALTORS®
256 Second Avenue
Waltham, MA 02451-1139
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