

Officers & Leadership Application

Submitted At

07-27-2024 12:11:21

I am seeking the position of:

First Vice President 2025 (election in FALL 2024)

Name of Candidate

Michael Orbino

Email

michael@michaelorbino.com

Contact Phone

4252170609

NRDS ID#

869029882

Local Association

Seattle King County

Firm Name

COMPASS

Designated Broker Name

Brandi Huff

Have you held the President position on the local level?

Yes

Please provide the date(s) you've held the President position at the local level.

2024

Have you held the Vice President position on the local level?

Yes

Please provide the date(s) you've held the Vice President position at the local level.

2017

Have you held a Secretary/Treasurer position on the local level? If so, please provide the date.

No

Have you held a Committee Chair position on the local level?

Yes

Please provide the date(s) and name(s) of the committees that you've held the Committee Chair position at the local level.

YPN Chair - 2010

Have you held a Local Director position on the local level?

Yes

Please provide the date(s) you've held the Local Director position at the local level.

2010-2018, 2023-2024

Have you held a Committee Member position on the local level? If so, list committee(s).

Yes

Please provide the date(s) and committee name(s) of the committees that you've held the Committee Member position at the local level.

Ranging from 2006-Present: Govermental Affairs, Young Professionals Network, First Citizen, Realtors Environmental Council, Executive Committee, Finance & Operations

In the past five years have you served as an Officer on the state level?

No

In the past five years have you served as a Director on the state level?

Yes

Please provide the date(s) you served as a Director on the state level.

2019-2024* (May have been listed as an alternate a couple of these years so need to verify)

In the past five years have you served as a Committee Chair?

No

In the past five years have you served as a Committee Member?

Yes

Please provide the date(s) and committee name(s) you served as a Committee Member on the state level.

2022 Executive Committee

Please list the dates of the last two WR Board Meetings you have attended.

Spring Conference 2024, Fall Conference 2023

Please explain the nature and extent of your activities in the State Association:

Numerous roles over the past 15 years including but not limited to;

State Director

2012- Present, NAR Federal Political Coordinator (WR Appointed)

2017-2018 Realtor Party Member Involvement Committee Chair (RPMIC)

Chair of WR Condominium Working Group 2015*

WR Leadership Academy Training 2012

Strategic Planning Committee 2013 and 2022

Key Contact for several state legislators

List any other experiences, e.g., community boards and/or service groups, task forces that you've served on.

YMCA of Greater Seattle - Vice Chair & Corporate Secretary

Summit Public Schools - Board Chairman

Teach for America Washington - Board Chair

Washington Wildlife & Recreation Coalition - Board Member

King County Land Conservation Advisory Board

City of Bellevue Comprehensive Planning Citizen Advisory Board

City of Bellevue Affordable Housing Technical Advisory Board

Urban Land Institute Young Leaders Group - Board Member

Univeristy of Washington Runstad Center for Real Estate - Executive Committe,
Research Chair

Bellevue School District Truancy Advisory Board

Junior Achievemmet - Volunteer Teacher

What do you think is the most important aspect of the Strategic Plan?

Value to memebtrs and associations is paramount because members are why we exist and our primary revenue source so without them all the other important and critical work we do. Members are both the lifeblood of the association and the foundation of

which everything is built on so making sure we are providing direct and indirect value to them stays top of mind in every decision.

What do you see as strengths/weaknesses in the Strategic Plan?

The biggest strength of the current strategic plan is that it's simple and straightforward without too much superfluous mission creep. Thoughtful leaders came together to streamline it which allows for strong buy-in and a clear roadmap from which to focus on.

The Nominations Committee will check with your Local Association Executive to broaden your background review. Do they have permission to contact your current broker/manager?

Yes

1. What do you think are the key issues facing the Association over the next two years?

1. Membership count. As transaction volume continues to trend well below the 5 year average this will likely put pressure on both individual members and especially firms that are trying to recruit and retain producing brokers.
2. The separation of perceptions between local, state, and national. It's critical that the state and local associations continue to focus on the work we can do, but it cannot come at the cost of "throwing NAR under the bus" because brokers need to understand and feel value is coming from all 3 tiers.

2. Please offer solutions or address the key issues you've listed above.

1. Direct communication with member brokers and firms on not just all the phenomenal advocacy we do for them, but how we can assist them in being more profitable.
2. Continue the great work of having WR members in leadership positions across NAR so they are cross-pollinating the message of value the Realtors bring to every member, homeowners, and potential homeowners.

3. In previous leadership positions how did you handle instances of budget surplus or deficit?

I've dealt with both and my style and belief is that fiscal responsibility is the paramount duty of the Chief Executive and Chief Volunteer because if we cannot manage the money properly then we are doing a disservice to our membership since it's really their money and we are just stewards of it.

That means, when times are good we are not being sloppy or wasteful with surplus money, and when times are tight we should have enough leftover from the good times to sustain services, staff levels, and the members should rarely see the difference because we've planned ahead.

4. What steps can WR take as a leadership position to ensure that REALTORS® are the source of information for the real estate industry in the state of Washington?

Continue to build up a varied set of leaders who have the media contacts and credibility to attract them back to WR. That means outbound communications offered to help reporters and other media rather than just waiting for their calls. We already do this but it's ongoing work that never ends.

5. How are you going to keep Directors involved in committees?

We have a great group of Directors and my goal would be to continue supporting them to make sure they feel valued and the work is stimulating to them.

6. How will you effectively deliver the information you receive from the committees to the Directors and members?

We already have great systems in place and my goal would be to use all of the channels at our disposal. Information should be timely, relevant, and streamlined for ease of consumption.

7. Are you signed up on the NAR "Calls-to-Action"?

Yes

8. How do we convey to members the importance of responding to "Calls-to-Action" on Legislative issues?

We are already doing good work in this space, but to build on it we need to bring in the designated member brokers who haven't traditionally been engaged because they can speak more directly to the members. This is not easy or simple but we do it as best as

we can.

9. Why are you seeking this position and what is your vision for the Association?

I am seeking this position because I love the association and have seen it's power and value for my entire career of nearly 25 years. My hope is to continue the legacy of the great work of leaders I have gotten to advise and work very closely with.

My vision for the next 20 years is to do my part to make sure Washington Realtors remains the preeminent trade association in the state and that we remain relevant to our members even as new business models and advanced technologies are altering the landscape of how real estate is practiced.

10. If you are not elected, what do you see as your role with the Washington REALTORS® in the future?

I have volunteered at the state, local, or national level for nearly 20 years so regardless of the outcome my expectation will be to continue supporting those leaders in place and helping where I can.

11. Are you willing to support and defend, if necessary, the Washington REALTORS® position, legislative or otherwise, even though you personally disagree with the Association's adopted positions or policies?

Yes

Name

Ron Wortham

Company

Brown McMillen Real Estate

Title

Broker

Contact #

3606611500

Email

rlwortham@gmail.com

Statement in support of candidate:

7/25/2024

RE: Michael Orbino

Dear Members of the WA Realtors Nomination Committee,

I am honored to write this letter in enthusiastic support of Michael Orbino's nomination for the position of First Vice President of WA Realtors. Michael's exceptional leadership and dedication to the real estate industry, demonstrated through his extensive local and national involvement, make him an outstanding candidate for this role.

At the local level, Michael has shown exemplary leadership as the president of the 6,000-member Seattle King County Realtors. Under his guidance, the organization has thrived, benefiting from his strategic vision and ability to unite a diverse group of real estate professionals. His outstanding contributions were rightfully recognized when he was named Realtor of the Year, an accolade that speaks to his commitment to excellence and service in our community.

Michael's impact extends beyond our local area. His involvement with the Runstad Center for Real Estate Studies at the University of Washington, where he serves on the advisory board, reflects his dedication to advancing real estate education and research. His work helps bridge the gap between academic insights and industry needs, fostering a stronger, more informed real estate community.

Nationally, Michael's role with the National Association of Realtors (NAR) has been instrumental in advocating for Realtor priorities in Congress. I have had the privilege of working alongside him in these efforts and have witnessed firsthand his passion, strategic thinking, and ability to effectively communicate our industry's needs to policymakers. His lobbying efforts have significantly contributed to shaping legislation that supports the growth and sustainability of the real estate profession.

Given his remarkable achievements and unwavering dedication, I highly recommend Michael Orbino for the position of First Vice President of WA Realtors. His proven leadership, coupled with his deep understanding of the real estate industry and his commitment to our community, make him the ideal candidate to continue driving our organization forward.

Thank you for considering this nomination. I am confident that Michael Orbino will bring exceptional vision, integrity, and dedication to the role of First Vice President of WA Realtors.

Ron Wortham | ron@brownmcmillen.com | 360-661-1500

Owner-Broker Brown McMillen Real Estate NAR FPC for 2nd District Larsen

WA Realtors State Dir. NPSAR Board Director Past President of NPSAR

Past Vice Chair WA Realtors GOV Affairs

OR upload their recommendation here.

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Name

Patti Hill

Company

John L Scott RE West Seattle

Title

Owner/Designated Broker

Contact #

2067997905

Email

pattihill@johnlscott.com

Statement in support of candidate:

Michael impressed me the moment I met him. He is thoughtful when presented with a problem. He will include those involved, ask questions, listen to their answers and being a critical thinker he will assess. Michael is unflappable. He talks quietly and earns respect. Washington Realtors will be better with Michael's leadership.

Respectfully submitted by

Patti Hill

Realtor

Owner and Designated Broker of John L Scott West Seattle

OR upload their recommendation here.

[Endorsement for Michael Orbino for First Vice President of Washington Realtors 1721923394227.docx \(https://s3.amazonaws.com/pf-user-files-01/u-28033/uploads/2024-07-27/r13sb3/Endorsement%20for%20Michael%20Orbino%20for%20First%20Vice%20President](https://s3.amazonaws.com/pf-user-files-01/u-28033/uploads/2024-07-27/r13sb3/Endorsement%20for%20Michael%20Orbino%20for%20First%20Vice%20President)

Name

Shane Davies

Company

Windermere Real Estate/Maple Valley

Title

Owner/Designated Broker

Contact #

2069489428

Email

myagent@windermere.com

Statement in support of candidate:

July, 23rd, 2024

Re: Michael Orbino Letter of Recommendation

Attn: Washington Realtors Nominations Committee

Washington Realtors Board of Directors

At this time, I would like to recommend Michael Orbino for 2025 First Vice President of Washington Realtors. In my opinion, Michael Orbino is uniquely qualified to lead this amazing association which we all know and respect.

Michael and I have worked together for many years as members of Seattle King County Board of Directors, Washington Realtors Board of Directors and various committees. Over the years, Michael and I have grown our friendship and gained a respect for each other both in formal meetings and in private conversations.

One example of our collaborative cooperation, and the result, is our work with other great Realtors on Condominium Reform. This reform was deeply needed for our clients and the professional Realtors helping our clients with their dreams of home ownership. Michael's leadership and insightful views on this difficult topic highlighted his skillsets and leadership style.

We both have a deep passion and respect for our profession. How our decisions affect our clients and our fellow Realtors has often been at the heart of our conversations. Though many of our views are virtually identical, sometimes we respectfully disagree but do so in a way that grows both of our understanding of the other person's position and often ends with complete agreement. It always ends with respect for each other and deeper friendship.

Michael Orbino is the perfect choice to lead our great organization and I wholeheartedly recommend him for the position of 2025 First Vice President of Washington Realtors Association.

Respectfully and Sincerely,

Shane Davies

Designated Broker / Owner

Windermere Real Estate / Maple Valley and Windermere Real Estate / Enumclaw

2018 Past President Seattle King County Realtors

OR upload their recommendation here:

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Please upload your best photo of yourself.

[Orbino Headshot 2.jpg \(https://s3.amazonaws.com/pf-user-files-01/u-28033/uploads/2024-07-27/gn33s36/Orbino%20Headshot%202.jpg\)](https://s3.amazonaws.com/pf-user-files-01/u-28033/uploads/2024-07-27/gn33s36/Orbino%20Headshot%202.jpg)

I realize the position I am seeking will require me to spend additional time, effort and personal funds. At the very least, I shall be expected to attend all WR meetings, serve on at least one committee and provide communications between my local association and WR.

A handwritten signature in black ink, appearing to be 'Shane Davies', written in a cursive style.

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Submission ID

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