

- 1. Please share why you have decided to submit your name to run for office to serve your peers and the real estate industry as a whole?** The longer I have been in this industry the more I realize how good it has been to me and the opportunities to grow it has provided. I want to be able to give back and this is something I enjoy doing having served at the local, state and now national level.
- 2. What previous leadership positions have you held either within the REALTOR® organization or outside of it?** I have served as committee chairs on the local and state level, and am now chair of a national committee. I have been on the Board of Directors for both the state and local levels, and in 2018 served as President of the Fargo Moorhead Area Association of REALTORS®
- 3. How (or why) did you get started in real estate?** I had a wonderful mentor who discovered me in a past life and thought I would be a good REALTOR®. I am very thankful for all of the guidance she has provided to me and continues to give. When you have a good mentor your chances of success are much higher. Thank you Vicky Sunde!
- 4. What is the most memorable moment in your real estate career?** There have been many. Some good, some not so good. Like most I have walked in on many instances that I cannot put on paper. Many of my most memorable moments have been when sitting at the closing table with those first time homebuyers and there are happy tears when you hand them their keys.
- 5. Your strong points?** I am a good listener and a good thinker. I do not rush to decisions and like to consider both the good and bad. If I am unfamiliar with the topics I am not afraid to ask questions and lean on people who know more than I do for more information.
- 6. Your specific plans or ideas for NDAR?** If elected I will put my all into the position. In this ever changing climate we are in, I think its vital to remain flexible. So many things have changed and we are doing things we never thought we would. I do plan on staying as involved as I can at the national level to make sure we stay on top of issues within our industry.

Shawn Ostlie