Please enter your full name:	Laurie Falk
Please enter the email address you associate with CAAR below:	laurie@hogangrp.com
Please enter your mobile number:	5407180018
Please enter your brokerage's name:	The Hogan Group
How many years have you been in real estate	10
I hereby submit my application for candidacy for the following role(s) - check all that apply:	1-Year Director
Do you have an active real estate license as defined by the Department of Professional & Occupational Regulation (DPOR)	Yes

Have you been a REALTOR® in good standing for at least three (3) successive years preceding candidacy	Yes
Have you been a REALTOR® in good standing at least 18 months with CAAR	Yes
Have you had a National Association of REALTORS® (NAR) Code of Ethics violation within the last five (5) years	No
Have you had an Article 10 violation of the NAR Code of Ethics within the last five (5) years	No
Do you have a violation issued by the Virginia Real Estate Board (VREB) within the last five (5) years	No
Have you had a violation issued by another state real estate board within the last five (5) years	No

Have you had a felony violation of state or federal law within the last five (5) years	No
Have you previously served as an Officer or Director of CAAR	Yes
Have you served as a volunteer for another REALTOR® organization	Yes
If you answered yes above, please use the space below to describe:	VAR Communications Committee 2025
Have you served on the board of another REALTOR® organization within the last three (3) years	No
Have you served on a board of another organization within the last three (3) years	Yes
If you answered yes above, please use the space below to describe:	Madison County Parks and Recreation Authority 2025, member; 2026, chair

If elected I will faithfully fulfill all duties, including meeting attendance and participation, and will serve and abide by the Association's Policies and Procedures.	Yes
Which position(s) are you applying for and why	1 year director. I'm excited to see the changes from 2026 take effect in 2027 and want to continue helping have a seat at the table for what's to come in the next year.
What experience or perspective will you bring to the Board of Directors	As the sales director for one of the largest teams in Virginia, I'm talking to agents regularly about what they're seeing in the market and what want out of their association. I've been on the board over the last year and excited to get help put into action all the changes made this year.
What do you see as a major issue(s) facing the Association in 2027	Agent retention. This has been an interesting year and I think we're going to start seeing more attrition as the market shifts. There are a lot of agents who got licensed mid-Covid that aren't used to the ups and DOWNS we're currently seeing. And the aging demographic of the association is always a concern as well.
What will you do to build a diverse, equitable, and inclusive Association	I work toward creating an environment where everyone feels like they can share their opinions and have others listen. Every member of the association should be valued and hav an opportunity to participate and succeed.

Will you be creating a video?	No
Upload a Current Headshot	Me.jpg

Committees

	Committee	Term Begin	Term End	Position	Status Reason
Falk, Laurie	MLS Evaluation Project Team	3/9/2026 12:00:00 AM	11/30/2026 12:00:00 AM	BL - Board Liaison	Current
Falk, Laurie	MLS Rules & Regs Committee	1/1/2026 12:00:00 AM	12/31/2026 12:00:00 AM	BL - Board Liaison	Current
Falk, Laurie	Board of Directors	12/5/2025 12:00:00 AM	12/2/2026 12:00:00 AM	D1 - Director 1 Year	Current
Falk, Laurie	Budget & Finance PT	7/1/2025 12:00:00 AM	12/1/2025 12:00:00 AM	M - Member	Expired
Falk, Laurie	Professional Standards & Grievance	2/26/2025 12:00:00 AM	12/31/2025 12:00:00 AM	M - Member	Expired
Falk, Laurie	Annual Awards Project Team	1/1/2025 12:00:00 AM	3/1/2025 12:00:00 AM	M - Member	Expired
Falk, Laurie	Broker Council	1/1/2025 12:00:00 AM	12/31/2025 12:00:00 AM	M - Member	Expired
Falk, Laurie	Professional Honor Society Project Team	1/1/2025 12:00:00 AM	3/1/2025 12:00:00 AM	M - Member	Expired
Falk, Laurie	Pat Jensen Leadership Academy	6/21/2024 12:00:00 AM	3/20/2025 12:00:00 AM	P - Participant	Expired
Falk, Laurie	Annual Awards Project Team	1/1/2024 12:00:00 AM	3/1/2024 12:00:00 AM	M - Member	Expired
Falk, Laurie	Communications Committee	1/1/2024 12:00:00 AM	12/31/2024 12:00:00 AM	CH - Chairman	Expired
Falk, Laurie	Professional Honor Society Project Team	1/1/2024 12:00:00 AM	3/1/2024 12:00:00 AM	M - Member	Expired
Falk, Laurie	Reviewr Project Team	8/1/2023 12:00:00 AM	10/31/2023 12:00:00 AM	M - Member	Expired
Falk, Laurie	Communications Committee	1/1/2023 12:00:00 AM	12/31/2023 12:00:00 AM	M - Member	Expired
Falk, Laurie	Professional Honor Society Project Team	1/1/2023 12:00:00 AM	12/31/2023 12:00:00 AM	M - Member	Expired
Falk, Laurie	Communications Committee	1/1/2022 12:00:00 AM	12/30/2022 7:00:00 PM	M - Member	Expired