



Lenora Norris, Broker

(910) 232-0873

LenoraNorris@gmail.com

Hello! I'm Lenora Norris and I am running for a position on the WRAR's Board of Directors.

I started in real estate just as hurricane Fran was blowing our shingles off, and it has been a roller coaster ride ever since. Having spent most of my career focused on the residential sector, I can relate to the cares and concerns of the majority of our membership and I welcome the opportunity to serve.

In addition to listing and selling real estate I also spent 10 years as a Broker-in-Charge. This involved guiding agents with their careers, helping them to adapt to change, problem solve, and providing motivation. And, as one of only seven Certified Mediators used by the WRAR for disputes, I have been involved in dozens of mediation cases over the last five years. This experience has taught me the value of an open mind until all facts are on the table, as well as the importance of building a consensus.

We are all aware of the many challenges of today's real estate industry. My goal is to improve on the technology, training, and communication that Realtor®'s need to be successful. This is especially important with the huge increase in foreclosures and distressed properties, and with the changing MLS database and lockbox technology. Thankfully the WRAR and prior Board members have made significant and thoughtful decisions that have paved the way – I intend to continue on this path.

I am proud to be a Realtor® and have nothing but respect for the agent who wakes up every day and works hard to make a living. I do not come to the table with an ego or an agenda, other than to offer my time, energy and experience to help our local real estate community.

I respectfully ask for your vote for the Board of Directors.