

**NORTHEAST FLORIDA ASSOCIATION OF REALTORS®, INC.**  
**CANDIDATE'S QUESTIONNAIRE FOR AN OFFICER OR DIRECTOR POSITION**

1. Name Cole Slate
  
2. Firm Name/Address Slate Real Estate / 45 Durbin Pavilion DR #101., St. Johns, FL 32259  
Since when? November 2020
  
3. Position held at Firm (owner/broker, broker associate, sales associate, etc.)? Owner/ Broker
  - a. Area of real estate specialty? St. Johns/ Mandarin/ Bartram
  - b. How much time do you spend in this profession? Approximately 60 hours per week
  - c. In what field is the balance of your time spent? Residential
  
4. Number of years licensed. 9.5 years Realtor® since. 9.5 years
  
5. What was your occupation prior to obtaining a real estate license? Teacher, basketball coach
  
6. Will you make a commitment to attend the monthly Board of Director meetings, general membership meetings and any other special meetings as required? Yes
  
7. Are you willing to keep up with the volume of communications that concern association matters i. e. reading material, background material, etc.? Yes
  
8. Do you realize that, as a NEFAR Officer/Director, you would not be in a ceremonial position, but one with fiduciary duties, responsibilities, and obligations to assist in moving the Association forward in the coming years based on the Strategic Plan? Yes
  
9. Do you understand that you may be asked to assist with special assignments during the year and are you willing to commit to those assignments? Yes
  
10. Do you contribute to RPAC? Major Investor Would you be willing to annually become, at a minimum, a \$99.00 RPAC contributor as an Officer or Director of this Association? Yes
  
11. What education level and skill sets do you possess to qualify for the position(s) requested?  
My education level includes a Bachelor's degree from the University of Florida. I am a graduate of the local and state Leadership Academy. I have earned the CRS and GRI designations, and I am one of the first 13 NEFAR EDGE Society members. I have also served on the local and state Board of Directors.
  
12. Qualifications (list positions held, year and principal services if not on your attached resume/bio)
  - a. Realtor association activities (local, state, and national)  
Please see attached resume.

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b. Civic Activities

Please see attached resume.

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c. Leadership positions

Please see attached resume.

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13. Why are you interested in serving as an Officer or Director?

I am most interested in earning the position of NEFAR Secretary. My goal is to learn each officer role to the best of my capability, as I seek to earn each line position, in progression, through the 2026 NEFAR Presidency. My objective in earning each leadership role is to not only use each role to lead our industry by example and positive influence, but to also leverage the opportunity to positively impact the entire Northeast Florida community as much as possible.

Questions 14. & 15. for MLS Director Position Only

14. Please describe your level of expertise regarding MLS technology.

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15. What knowledge do you have of RETS and RESO?

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16. If selected by the Nominating Committee, I would be willing to commit to the duties of the position(s), including a minimum donor of \$99 for RPAC annually, and serve in any one of the following Officer/Director positions indicated below:

Authentic Ink  
**COLE SLATE**

Candidate Signature

May 22, 2022

Date

Please check any position or positions for which you desire to be considered by Nominating.

- NEFAR Director
- NEFAR President Elect\*\*
- NEFAR Treasurer\*\*
- NEFAR Secretary\*\*
- NAR Large Association Director\*\*\*

NEFMLS Director

Dear Nominating Committee,

Please consider this cover letter, as well as my attached resume and application for the Northeast Florida Association of REALTORS Secretary position, and the opportunity to earn a second term on the Northeast Florida Association of REALTORS Board of Directors. I humbly feel this letter and attached documentation will support my goal, and justify my efforts, to assist in earning the position of 2023 Northeast Florida Association of REALTORS Secretary.

When selecting leadership for the largest trade association in Northeast Florida, I feel the front-line roles should not only possess extensive leadership and education experience within the association itself, but also elsewhere in the industry and the community. Outside of the Northeast Florida Association of REALTORS, I have also served on the Northeast Florida Builders Association Board of Directors. Within NEFBA, I also served a year on the NEFBA Sales and Marketing Council Executive Committee. Beyond the Northeast Florida real estate industry, I have been involved with Best Buddies for twenty years, serving as the Best Buddies North Florida Advisory Board Chairman for four years. Best Buddies is an International non-profit organization that promotes inclusion for people with intellectual and developmental disabilities through social and work opportunities. Throughout my involvement with Best Buddies, I would estimate the events of which I have been involved and lead have raised over a million dollars for the cause.

As a Northeast Florida native, I am proud and passionate about our community. My whole mindset behind my personal and professional life is to 'find an excuse to appreciate others.' Beyond my industry and community leadership roles, I take pride in giving back to the community and the causes nearest and dearest to me, my family, and my colleagues. Annually, I give two scholarships to students at the University of Florida. I donate \$3,000- \$5,000 annually to Bartram Trail High School. I am also one of the top community partners for Prime Sports Florida, a new local youth sports academy. Each year, through Slate Real Estate, we host appreciation events that include first responders, teachers, crossing guards, and the military (All separate events). My most proud moment was when I hosted an Appreciation Week, offering to pay for all of the meals for frontline workers, first responders, and school district employees at five different locally owned restaurants, as restaurants were allowed to open to 25% capacity and to-go orders (During COVID). I proudly assisted with over a \$20,000 impact to local business and local heroes.

Though certainly not all of my community efforts and contributions, I wanted to share and highlight my emphasis on the well-roundedness, community impact, and influence I would strive to bring to the role and leadership within the Northeast Florida Association of REALTORS. While I have confidence that other Association colleagues may slightly surpass the education and involvement I have worked hard to achieve in my short ten-year career, I am certain there are no other association members that have positively impacted the Northeast Florida community at the level I am so proud to have reached.

Thank you for your time and consideration.

Sincerely,

Cole Slate

### **Education**

- University of Florida, 2010 / Bachelor's Degree in Family, Youth and Community Science
- Santa Fe College, 2007 / Associate of Art in Sport Management
- Bartram Trail High School, 2005 / High School Diploma

### **Industry and Community Involvement**

- Northeast Florida Association of REALTORS, 2012- present
  - Young Professionals Network, 2012- present
    - Chairman, 2017
  - St. Johns Council, 2015- present
    - Chairman, 2015- 2017 and 2021- present
  - Forms Task Force, 2018- present
  - Board of Directors, 2020- present
  - Budget and Finance Committee, 2022- present
  - NEFAR Charitable, 2022- present
    - Trustee, 2022- present
- Florida Realtors, 2012- present
  - Board of Directors, 2017- present
  - Young Professionals Network Advisory Board, 2019 and 2021
  - Leadership Academy Committee, 2021
- National Association of REALTORS, 2012- present
- Northeast Florida Builders Association, 2012- present
  - Sales and Marketing Council, 2012- present
    - Board of Directors, 2014- 2016
  - Young Professionals Group, 2012- present
    - Chairman, 2014- 2018
  - Board of Directors, 2014- 2018
- Florida Home Builders Association, 2012- present
- National Association of Home Builders, 2012- present
- Best Buddies North Florida, 2013- present
  - Chairman, 2014- 2018

Cole Slate, Broker + Owner  
Slate Real Estate  
(904) 607-6830  
Cole@Slate.RealEstate  
www.Slate.RealEstate



#### **Professional Development**

- 2012 Florida Real Estate Sales Associate
- 2014 Northeast Florida Association of REALTORS Leadership Academy Graduate
- 2016 Certified Residential Specialist
- 2018 Florida Real Estate Broker Associate
- 2020 Graduate, REALTOR® Institute
- 2020 National Association of REALTORS Commitment to Excellence
- 2020 Florida Realtors Leadership Academy Graduate
- 2021 Gold Key Certification
- 2022 At Home With Diversity<sup>5</sup>
- 2022 Northeast Florida Association of REALTORS EDGE Society

#### **Recognition**

- 2013 Northeast Florida Builders Association Sales and Marketing Council - Rookie Salesperson of the Year
- 2014 Florida Home Builders Association Sales and Marketing Council - Rookie Salesperson of the Year
- 2014 National Association of Home Builders Sales and Marketing Council - Rookie Salesperson of the Year - Silver Award
- 2014 Northeast Florida Builders Association Sales and Marketing Council - REALTOR<sup>3</sup> of the Year
- 2014 Northeast Florida Builders Association Sales and Marketing Council - Member of the Year
- 2014 Northeast Florida Builders Association Sales and Marketing Council - Chairman's Outstanding Leadership Award
- 2014 Buzz Magazine Top 30 Under 30 Future Leaders of Jacksonville
- 2015 Florida Home Builders Association Sales and Marketing Council - Salesperson of the Year
- 2015 Northeast Florida Builders Association Sales and Marketing Council - REALTOR<sup>2</sup> of the Year
- 2016 Florida Home Builders Association Sales and Marketing Council - Salesperson of the Year
- 2016 Northeast Florida Builders Association Sales and Marketing Council - REALTOR<sup>2</sup> of the Year
- 2017 Florida Home Builders Association Sales and Marketing Council - Salesperson of the Year
- 2017 100 Most Influential Real Estate Agents in Florida
- 2017 Florida Times-Union Bold City Best Real Estate Agent
- 2017 Northeast Florida Association of REALTORS Humanitarian of the Year
- 2017 Best Buddies North Florida Champion of the Year
- 2018 REAL Trends Best Real Estate Agents in America
- 2018 Best Buddies North Florida Community Hero
- 2018 Realty-Builder/ JAX Daily Record 40 Under 40
- 2019 St. Augustine Record 40 Under 40
- 2022 Jacksonville Business Journal 40 Under 40
- 2022 Best Buddies North Florida Mission Mover

#### **Production**

- Slate Real Estate 2021: 190 closed sides / \$77M volume
- Career: 837 closed sides / \$286M volume