

To my fellow industry members,

I am seeking election to the Real Estate Industry Council because I believe strongly in the responsibility we share as professionals in a self-regulated industry. Protecting consumers and maintaining the integrity of our profession are at the heart of RECA's mandate, but doing so effectively requires that the voices of engaged leaders are present at the table. After more than fifteen years in this industry, across transactions, brokerage leadership, governance, and education, I believe I bring both the experience and the perspective to represent you fairly and effectively.

In my current role as Director of Broker Delegate Operations and Broker Delegate at CIR Realty, I provide direct oversight and support to nearly 300 independent contractor businesses and indirectly to over 900 licensed agents. My work involves leading a team of broker delegates, practice advisors, and assistant managers, setting company-wide policies and ensuring compliance across one of the largest brokerages in Alberta. On a daily basis I interpret legislation, guide agents through complex situations, and implement compliance systems that mitigate risk while allowing business to move forward. This balance between consumer protection and practical application is one I navigate constantly, and I know first-hand the impact regulatory decisions have on REALTORS'® businesses. My first approach is always collaborative, seeking the win-win resolution if possible in any interaction.

My governance experience complements this practical foundation. During my time on the Calgary Real Estate Board's Board of Directors from 2020 to 2022, I represented over 7,000 members through strategic planning and policy development, which sharpened my skills in diplomacy, clear judgment, and the ability to weigh member interests alongside public accountability and the practical nature of the real estate business. The lessons I took from this experience, combined with formal governance training, strengthened my ability to make fair, reasoned decisions in complex situations, balancing a need to collaborate with my fellow board members and keeping a keen eye on raising hard questions to the surface.

Beyond brokerage leadership and governance, I have co-founded a real estate technology company which gave me valuable insight into how innovation, policy, and professional standards intersect. I also teach as an instructor for CREB, developing and delivering courses that help Realtors understand not only the rules of practice but the intent behind them. These experiences have kept me close to the realities of day-to-day practice while reinforcing my belief that regulation should enable professionalism, not obstruct it.

At every stage of my career, I have been guided by a commitment to fairness, collaboration, and professionalism. Whether working through compliance issues on individual transactions, building policies that affect hundreds (or thousands) of agents, or contributing to high-level governance discussions, I have always approached my responsibilities with the goal of protecting both the public and the professionals who serve them. I understand the challenges Realtors face in balancing the demands of regulation with the realities of business, and I believe my experience positions me to bring that understanding into the work of the Industry Council.

I am also committed to continuous growth. I am currently pursuing an Executive MBA with a focus on strategic leadership, governance, and artificial intelligence. I see this as an investment not only in my own development but in my ability to contribute thoughtfully to an industry that is evolving quickly and requires forward-looking leadership.

I would be honored to earn your support and your vote. My promise is to represent our profession with integrity, to approach every decision with balance and fairness, and to contribute to a Council that protects the public while respecting the important work Realtors do every day.

Chloe Mitchell