

**REGIONAL MEMBER DIRECTOR
CANDIDATE INFORMATION**

ACTON, Andrew

SPILSBURY, Suzy

SPINELLA, Santo



ACTON, ANDREW

Question 1. What are 3 key issues of importance to the real estate profession in Queensland you would promote and support as a Director of the REIQ?

The three issues I would promote and support are:

1. Development and sustainability of new-to-industry people.
2. Communication of our professions' value to the consumer and community.
3. Clarification of the business we do. With the complexities of tech, data and social I believe the REIQ needs to provide a continuing and reliable source of direction.

Question 2. Please describe your background and experience in the real estate profession including any positions held and contributions made to the REIQ.

I celebrated 20 years in the industry in February 2023. I've been a sales agent, business owner and group leader. I have experience building businesses with strong sales and property management sectors. I've been a long-term supporter of the REIQ and have been engaged as a speaker with the REIQ. My agency has also in the past been an agency of the year winner

Question 3. Describe your academic and professional qualifications.

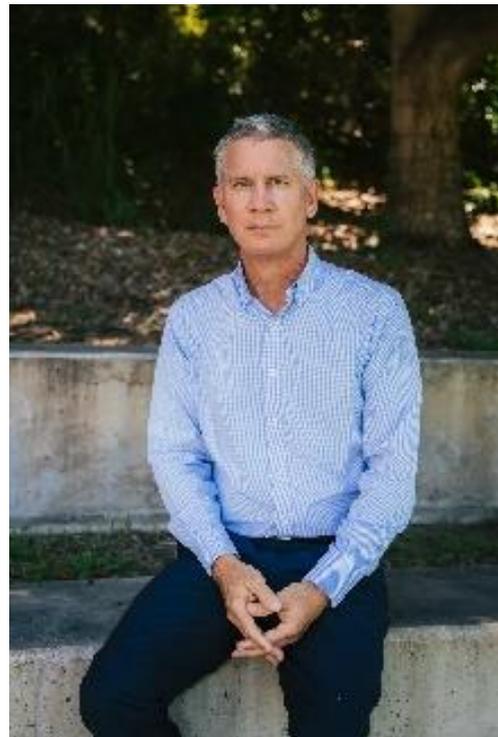
N/A

Question 4. Outline any experience you have, or any professional training that you have completed in the role of a company director that would assist you in undertaking the duties of an REIQ Director.

I've been a coach and mentor to many people in the industry and also have a broader knowledge of agency operations than most people having developed our group Explore Property. My role has required me to engage and problem-solve in all elements of this industry from an operations and leadership position.

Question 5: Please describe anything else you would like REIQ members to know about you and your ability to take on the role of a Director of the REIQ.

I feel like my experience and ability to engage and help people is a particular strength I have and this will help me be an effective director for our members.



SPILSBURY, SUZY

Question 1. What are 3 key issues of importance to the real estate profession in Queensland you would promote and support as a Director of the REIQ?

1. Professionalism & Honesty
2. Continued Professional development of Qld Agents
3. Encouraging Agents to achieve their business objectives & understand their legislative requirements

Question 2. Please describe your background and experience in the real estate profession including any positions held and contributions made to the REIQ.

I started my Real Estate Career in Townsville in 1992 and owned my own agency since 1993 as a 19 year old. I have now just rolled over 30 years in the industry. I enjoyed being an industry trainer for the REIQ through the early 2000's until I had to put my young family first and raised them whilst building & growing 2 real estate offices in Townsville. I am a strong advocate and believe in constant training and development. I also have a strong focus on Property Management.

Question 3. Describe your academic and professional qualifications.

As my life has been focused on Real Estate for the last 30 years and is my passion I have not had anytime for any other academic qualifications. However, I am a qualified workplace trainer and on a side note have a Cert 3 & 4 in Fitness. I believe it is my experience in the Real Estate sector in owning and operating Real Estate Offices that greatly benefits a potential role as a Director of the REIQ as I can relate to the members and understand the challenges our industry face today first hand.

Question 4. Outline any experience you have, or any professional training that you have completed in the role of a company director that would assist you in undertaking the duties of an REIQ Director.

I have been a company director for 30 years so understand the duties required. I have also been Treasurers and Secretaries of local Townsville Clubs.

Question 5: Please describe anything else you would like REIQ members to know about you and your ability to take on the role of a Director of the REIQ.

I feel that I would bring passion, drive and experience in all areas of the Real Estate Profession. From understanding the challenges of owning and operating a business, to the day to day challenges a receptionist faces in customer service and everything in between.



SPINELLA, SANTO

Question 1. What are 3 key issues of importance to the real estate profession in Queensland you would promote and support as a Director of the REIQ?

- Continual push for legislated CPD requirements for real estate professionals in QLD, to ensure that all practitioners continue to remain relevant with all legislative changes and outlawing poor providers.
- Stage 2 Rental reforms – Provide well rounded and knowledgeable feedback during the reform process to ensure that the interests of all parties are thoroughly understood and there is equal weight to provide safety for both lessors and Tenants.
- Rental Housing shortage – There needs to be more action from state and federal to help reduce these matters, with input from key state stakeholders helping fuel ideas and solutions to be explored, getting more investors back into the market, and more stock availability to ease the shortage.

Question 2. Please describe your background and experience in the real estate profession including any positions held and contributions made to the REIQ.

I have been in the real estate industry since 2015, and currently hold the position of Principal and Director at Ray White Townsville. I have been a member of the REIQ since I commenced in Real estate. Our agency has won Regional Agency of the year for the past 2 years and finalist for 7 other categories this year (2023) including Regional Agency of the year again.

Question 3. Describe your academic and professional qualifications.

- Licenced Real Estate Agent (Cert IV – Real estate)
- 8 years as Director and Principle of now Townsville's leading real estate agency.
- Experience and roles have included, both property management and sales experience, full day to day operations of the agency with 55 staff, financial reporting to other directors and

stakeholders associated with Ray White Townsville.

Question 4. Outline any experience you have, or any professional training that you have completed in the role of a company director that would assist you in undertaking the duties of an REIQ Director.

- During my tenure as Director of Ray White Townsville my duties regularly include managing company risk and ensuring all Director obligations are fulfilled. Appointed WHS Administrator for the business ensuring that all factors are monitored and reported and appropriate actions are taken to minimise risks.
- Although I have no formal recognition of my skills, I believe that my professional experience in my time in real estate and Business has provided me with exceptional insight and understanding of Corporate Governance. In addition I have pursued to formalise these qualifications in the way of Governance course with Governance Institute Australia.

Question 5: Please describe anything else you would like REIQ members to know about you and your ability to take on the role of a Director of the REIQ.

Previous to Real Estate I was a proud member of the Australian Defence Force and served for 12 years in the RAAF.





OUR OFFICE

Level 1, 50 Southgate Avenue
CANNON HILL QLD 4170

E: ask@reiq.com.au

T: 1300 697 347



CONNECT ONLINE

w: www.reiq.com

f: @thereiq

i: @thereiq

in: The REIQ



PO BOX

PO Box 3447
TINGALPA DC QLD 4173

The Real Estate Institute Of Queensland Limited
ABN 49 009 661 287