

INSTRUCTOR BIOGRAPHY

DAVID C. BLANCHARD
NAI Global
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Primary Specialty: Industrial, Office

David Blanchard, Executive Vice President of NAI Global, is a member of the Executive Committee, Leadership Board and other key committees in and throughout NAI Global. He has given strong leadership and direction to the overall philosophy, programs, and processes for NAI Global's international strategic initiatives for nearly 27 years. He manages the Member Services Team and their interface with, and training of, more than 190 companies including their 5000 brokers and agents serving in NAI's over 350 offices around the world. His primary focus includes hands-on management of North American member infill, orientation and training, conflict resolution, and quality control.

Concerning Corporate Solutions, Mr. Blanchard has consistently performed at or near the top in account and revenue generation closing an average of \$50 million a year over his 27 year career at NAI Global. To accomplish this, he has managed and/or given executive oversight to such accounts as Airborne Express/DHL, National Semiconductor, Tektronix, McKesson and The Church of Jesus Christ of Latter-Day Saints.

Mr. Blanchard played a founding role in the creation of NAI's specialty council program which serves Industrial, Office, Investment, Retail, Land and Corporate Services Council members worldwide. He has served as the Director / Advisor of the Retail Council for many years and is an active member of the International Council of Shopping Centers (ICSC).

During his 27 years at NAI, he has served as Regional Marketing Director; Western Regional Vice-President; Vice-President, Business Development; Senior Vice-President, Brokerage Services, and Executive Vice-President.

Mr. Blanchard serves as an Instructor for the Society of Industrial and Office Realtors (SIOR), an esteemed gathering of office and industrial brokers who serve their clients throughout the world and was honored with SIOR's prestigious "Instructor of the Year" award for 2008, 2009 and again in 2010.

Background & Experience

Mr. Blanchard believes basic personal characteristics such as integrity, honesty, dedication, trust, and reliability, coupled with good communication, problem solving, and leadership skills are the foundation stones of a successful and meaningful career. The clients' best interest must ALWAYS be the driving force for service.

He is a licensed broker in the state of Oregon where he began his career by owning and building two real estate services companies. He is a sought-after motivational speaker and has given much public service throughout the years to government, church and community organizations.

Educational Background

His education is from Brigham Young University and the Real Estate School of Oregon.

Professional Affiliations & Designations

ICSC, NAI Global Retail Council Advisor, SIOR Instructor, CREST