

INSTRUCTOR BIO
DAVID BLANCHARD

INSTRUCTOR BIOGRAPHY

DAVID C. BLANCHARD

NAI Global
574 W. Grant St.
PO Box 549
Carlton, OR 97111
p: 503.852.7037; f: 503.852.7418
dblankard@naiglobal.com



Scope of Service Experience

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. He manages the Member Services Team and their interface with, and training of, more than 5000 brokers and agents that serve in our 325 offices. His primary focuses include hands-on management of member infill, orientation and training, negotiations, conflict resolution, and quality control.

Concerning Corporate Services, Mr. Blanchard has consistently performed at or near the top in account and revenue generation closing on average over 40 million dollars a year over his 25 year career at NAI Global. He has managed and/or given executive oversight to such accounts as DHL, National Semiconductor, The Church of Jesus Christ of Latter Day Saints and Flying J.

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). He continues in an oversight capacity for all of NAI's specialty council initiatives and programs and serves as the Senior Instructor for training of the same.

During his 25 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), a esteemed gathering of office and industrial brokers who serve their clients throughout the world and was honored with their prestigious 'SIOR Instructor of the Year' award for 2008.

Education

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

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.