

Committee: **University of Western Ontario Board of Governors**

Name: **Blair Campbell**

Address:

**132 Greyrock Cress  
London, Ontario  
N5Y 6L5**

Occupation: **Real Estate Broker of Record / Owner**

Work experience:

In 2010 I started a new initiative as a business owner by opening Accsell Realty Inc. During this time I have grown the brokerage to two London locations and I am opening a Toronto location in Jan. 2014. Prior to starting my own business, I was part of the family business at Campbell Bros. Movers for approximately 15 years. Including 6 years as part of the senior management team with responsibilities for sales and marketing. Campbell Bros. and the Campbell Group of Companies grew considerably during this time.

The Campbell Group is now the largest family owned moving company in Canada. The Campbell Group has been a contender for several prestigious awards including the Business of the Year Award at the London Chamber of Commerce and a 50 Best Managed Companies designation.

Education:

2009 Masters in Business Administration from the University of Windsor

2009 Real Estate Broker's License

2007 Real Estate License

2000 Bachelor of Administrative and Commercial Studies from the University of Western Ontario

Skills:

As a business owner I continually strive to improve my skills that I consider to be essential in business. These include: communication, problem solving, decision making, task planning and organization. The process of growing a new real estate brokerage requires strong communication skills particularly to recruit and retain real estate agents. Problem solving skills are essential as the agents at a brokerage depend upon their broker for solutions to difficult problems. Decisions are required to be made in an expedient manor. When faced with difficult decisions I look to my core values to make sure that the outcome fits with the goals of the organization and then weigh the potential outcomes advantages against the investment required. As a business owner it can be tempting to do everything yourself to ensure that things are done correctly, however, this limits the potential of the business. Thus, task planning is essential tool and enables me to delegate tasks and clearly communicate the desired results. Organization is required to follow up and make sure that the tasks are being completed on time.

Interest reason:

As mentioned I am continually looking to improve my skill set and looking beyond the boundaries of my occupation assists with this goal. The Board of Governors is of particular interest as the composition of the board includes a variety of individuals with vastly different backgrounds and I suspect different views and ways of thinking. I anticipate that I will learn a great deal from the other members. Further as an alumnus of Western I am cognisant of the important role the University has in our city and I am passionate about my alma mater.

#### Contributions:

I am prepared to dedicate my time and skill set to work with the other Board members to find solutions and make effective decisions that support the mission of the University. I will be an active participant in both listening to the views of others and voicing my opinions. Further I recognize that authority resides with the board as a whole and not an individual member. I am prepared to work with other towards the common goal of what is best for the University. I am prepared to negotiate and compromise in the process in order to reach the best decisions possible and I will support the final decision of the board which may differ from my own personal view. I strongly believe in working towards a consensus and that the board should speak with one voice.

#### Past contributions:

In the past I have been involved with over a dozen national committees for United Van Lines including chairing two of the committees. I have also been involved with the London Chamber of Commerce including roles on the Business Relations Committee and the Marketing and Communications Committee. For a five year period was an active participant in organizing the London Business Cares Food Drive. With all of these positions my dedication assisted the organization in reaching its goals. Currently, I sit on the London United Way's Major Gift Cabinet and I am a candidate for a director position on the London and St. Thomas Association of Realtors board. I have always embraced the challenges each of positions held and fully enjoyed the learning opportunities provided by working the high caliber of individuals these organizations have attracted.

#### Experience with exchange views:

Every day we exchange views with others and for me this includes working with agents in my office where I get to see individuals with excellent negotiation skills, a great ability as a salesperson and vast amounts of knowledge that range from zoning issues to building structures. All of the people that I work with are strong self motivators that tend to utilize their unique skill sets and specialized knowledge to benefit their clients. I respect and appreciate their skills, abilities and knowledge greatly. Further, with my past board and committee work there has always been an exchange of views and I have worked with others in the best interest of the organization. My experience has been that individual's expertise comes to light during this process and as long as we are both working in the best interest of the organization the respect is mutual. Further, I believe that there is an exchange of views in everyday life with my family. My wife will tell you that I am a difficult person to hold an argument with as I attempt to understand her views and have great respect for her skills and abilities. I enjoy exchanging views with my young children as the experiencing the world through a child view point can be a wondrous experience. The process of exchanging views and gaining insight into others thought processes is what makes negotiation possible, this process lets me rationalize compromise and improve my skills. At the conclusion of the process I believe that the results are superior to what any one person on a board or committee would provide on their own.

Interview interest: **Yes**