

Application Form

Notice of Public Record

Please be advised that all information contained in this application is part of the City of Reno's public record and is available for public review. These positions are limited, in most cases, to residents of the City of Reno. The City Council makes a conscientious effort to appoint persons who represent all of the various communities within the City of Reno. Please be advised that certain boards and commissions require filing of financial statements with the Secretary of State or have special requirements. Contact the City Clerk's office at 334-2030 with any questions.

Profile

Janice

First Name

S

Middle Initial

Sangster-Phalen

Last Name

1727quailrunrd@gmail.com

Email Address

1727 Quail Run Rd

Home Address

Suite or Apt

Reno

City

NV

State

89523

Postal Code

What ward do you live in? *☒ Ward 5

Home: (775) 440-1470

Primary Phone

Mobile: (925) 899-8878

Alternate Phone

How long have you been a resident of the City of Reno?

3 years

Are you over 18 years of age?☒ Yes ☐ No**Are you currently registered to vote in the City of Reno? ***☒ Yes

eXp Realty

Employer

Broker Associate

Job Title

Which Boards would you like to apply for?

Ward 5 Neighborhood Advisory Board: Submitted

Have you ever been convicted of a felony or misdemeanor other than minor traffic violations?

☐ Yes ☒ No

If yes, please list conviction dates and nature:

Interests & Experiences

Education or training relevant to the board or commission to which you are applying:

Served on numerous city and chamber boards and committees in my last area. Including Economic Vitality Committee for 8 years (2 years served as Chair). We completed a City sponsored revision of our Committee Strategic Plan. Served on City Committees including Civic Center Task Force and represented Economic Vitality Committee in Downtown Hospitality study. Served 6 years on Chamber of Commerce Board of Directors and was presented the Chairperson award for 2 of those years for contribution. Served on Economic Development and Government Relations committee within the Chamber of Commerce. Training on the Brown Act. Numerous commercial and residential real estate education classes, with topics including zoning, rezoning, land use, traffic, economics, and the purchasing of properties. Other volunteer and contributions to my previous community.

Explain briefly why you would like to be appointed to this board or commission.

With the redistricting recently completed, there are local issues in my neighborhood that need attention. Being a voice in my neighborhood, and city that I live in are important to me. My background and job experiences will contribute to being a productive member of the NAB. I had applied to Ward 1, however was redistricted to Ward 5. I prepare for meetings by studying issues and reading relevant material.

Sangster-

Phalen Resume_6 21.docx

Upload a Resume

Ethnicity

Gender

Sexual Orientation

Open Meeting Law Waiver

WAIVER OF NOTICE REQUIRED UNDER NRS 241.033(1) TO ALLOW CITY COUNCIL TO CONSIDER CHARACTER, MISCONDUCT, OR COMPETENCE OF PERSON TO BE APPOINTED TO A BOARD, COMMISSION, OR OTHER PUBLIC BODY FOR THE CITY OF RENO

The City Council for the City of Reno will be considering on a future posted agenda your appointment to a board, commission or other public body for the City of Reno. Pursuant to NRS 241.033(1), in order to consider the professional competence of an applicant, notice need be provided to that person of the time and place of the meeting in compliance with such statutory provisions. By agreeing below, it is confirmed that I have been provided notice of the meeting at which my appointment will be considered by City Council. Further, I knowingly and voluntarily am waiving my rights to all written notice requirements under NRS 241.033(1) pertaining to my qualifications, competence, and character to hold this appointment and consent to the evaluation of my character and competence by the Reno City Council in a public meeting. Further, the I acknowledge that I may at any time withdraw both this waiver and related application for appointment.

☒ I Agree

Acknowledgement

Please Agree with the Following Statement

I certify that, to the best of my knowledge, the information I provided in the application is true. If the information provided is false or incomplete, it shall be sufficient cause for disqualification or removal. If appointed, I agree to attend a board or commission orientation session, if applicable, within six months of my appointment. I understand that failure to comply with this requirement will results in automatic removal from the board or commission.

☒ **I Agree**

Janice Sangster-Phalen
CA DRE Broker #01351217
NV BS.0145441
Reno, NV
(925) 899-8878 cell
(775) 440-1470 office
1727QuailRunRd@gmail.com

Experience

Broker Associate

eXp Realty LLC	Commercial leasing	San Ramon	2017 - present
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Broker Salesperson

eXp Realty LLC	Residential sales	Reno	2017 - present
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Broker/Owner

Diablo Meridian Realty	Pleasanton	2009 - December 2018
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Sales and leasing of commercial properties specializing in office and retail properties in Southern Alameda County. Built database by researching ownership, cold calling, networking and other activities. Develop market analysis for lease and investment analysis. Develop and present proposals for leasing and sales opportunities. Helping clients with city and regional negotiations and processes for location approvals. Hundreds of lease transactions. Sales of all types of investment properties.

Broker/Associate

J.Rockcliff	Pleasanton	March 2016 – December 2018
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Residential home sales. Holding open houses, marketing to neighborhoods promoting listings & sales.

Broker/Associate

Better Homes & Gardens	Pleasanton	2014 – February 2016
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Residential home sales. Holding open houses, marketing to neighborhoods promoting listings & sales.

Income Property Education Series (IPES)

	Pleasanton	2008 – 2009
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Created and chaired events for commercial property owners in Alameda county. Quarterly events included topics of interest to owners to help them better manage properties and provide an opportunity to network with owners. Sponsorship of events included law firm, accountant & financial services firm, insurance and other vendors.

Broker Associate

Kilpatrick & Co.	Oakland	2006 - 2009
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Commercial property investment leasing and sales specializing in office and retail in Southern Alameda County. Using CoStar, Loopnet, and other tools to build database of commercial property owners. Leasing and sales of office, retail and flex/industrial properties.

Agent

Marcus & Millichap	San Francisco & Oakland	2005
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Commercial investment property sales specializing in office in Southern Alameda County. Listed 4 properties in first 6 months.

Advisor

	Pleasanton, CA	2002 - 2004
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Sperry Van Ness/Equity Commercial Properties Group
Leasing retail, office and R&D Flex space. Cold calling owners and prospective tenants. Built database and in field networking and prospecting. Completed "Top Dogs" training.

Account Executive/Corporate Sales

KnowledgeTrack Corporation	Pleasanton, CA	2000 - 2001
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Reporting to the Director of Sales, assumed sales responsibility for national territories. Direct sales of Portal software intranet/extranet networking and access solutions. Developed sales and cold calling campaigns.

Account Executive

Computer Task Group, Inc. San Jose, CA 1998 - 1999
 Performed new business development in existing national accounts (IBM, MCI, Sprint, etc.) and created new relationships in the SF Bay Area for a \$460 million IT workforce solutions provider.

Business Consulting Sales Manager

Remedy Corporation Pleasanton, CA 1997 - 1998
 Reporting to the Director of Consulting Services, performed direct sales of consulting services. Help Desk/CRM software application consulting sales. Matrix management of 25 consultants and multiple engagements.

Founder /President

Diablo Meridian Pleasanton, CA 1993 - 1996
 Built from start-up this niche reseller company of workforce and performance management software. Implemented nationwide training for business executives on goal setting and employee management.. Sales manager for European high-tech conference on channel distribution and marketing strategy.

Account Executive

NetLabs, Inc. Los Altos, CA 1992 - 1993
 Start-up sales of network management software.

Account Sales Representative

IBM Corporation San Ramon, CA 1985 - 1992
 Sold \$10M in telephony systems, Call Center, CRM solutions, voice messaging, and services. Responsible for entire sales process - lead generation through account management. Called on C-level and IT executives across vertical industries to provide solutions to business problems. Collaborated with team to perform needs analysis, account planning sessions, design workshops, and delivered presentations of solutions. High degree of customer satisfaction resulting in annuity sales and a high level of customer retention. Won many sales awards.

Education, Professional Training, and Skills

Education: U.C, Davis. B.S., Agricultural & Managerial Economics
Sales Training: Consultative Selling Skills, Power Base Selling, Strategic Account Management (IBM & Holden Corp.); Presentation Master (Corporate Visions); Financial Selling Skills (IBM), , Cold Calling seminars.
Technical Skills: Microsoft Office Suite, web conferencing, SAAS products, sales and business automation products.

Additional Activities and Projects

Nevada Broker License, BS 145441 April 2018 - present
 California Real Estate Broker CalDRE #01351217 December 2003 – present
 California Real Estate Salesperson October 2002 – December 2003
 UC Extension class - Real Estate Investments for Financial Planners 2002
 Completed **CCIM** Introduction to Commercial Investment Analysis, August 2002; CCIM 101 August 2003; CCIM Lease Analysis
 Board Member **Pleasanton Chamber of Commerce** (2 Chairperson awards) 2011 – 2017
Economic Vitality Committee, City of Pleasanton (Chair 2 years) 2008 - 2017
Pleasanton Real Estate Showcase Committee – organizing committee with Chamber, 2003 - 2005
 Job Networking Leader 2001 – 2002. Organized a bi-weekly networking and job support group with 60 members meeting weekly to support each other in our job search
 Program Manager **Pleasanton Technology Marketplace** 1999 - 2000
 Chamber of Commerce event. Recruited speakers, developed panels and topics for daylong event. Created topics and recruited 30 speakers for event. Event promoted hi-tech companies in the East Bay.
Ski Instructor **Squaw Valley USA** 7 seasons Level II certified
 Taught most levels of skiers. Large private clientele. Instructor in special women's program .



Molly Rosen <rosenm@reno.gov>

Janice S Sangster-Phalen has submitted an application for Ward 5 Neighborhood Advisory Board

1 message

City of Reno NV <boards@granicuslabs.com>

Fri, Feb 11, 2022 at 12:10 PM

Reply-To: cityclerk@reno.gov

To: rosenm@reno.gov, aufierob@reno.gov, huntsmanm@reno.gov

A new application for City of Reno, NV Boards and Commissions has been submitted. Applicant: Janice S Sangster-Phalen Boards Applied For: Ward 5 Neighborhood Advisory Board Link: <https://reno.granicus.com/apps/boards/applicants/?id=1630211>