

RESUME

Objective: To provide a comprehensive personal Real Estate service offering the knowledge and enthusiasm expected to establish a satisfied clientele, build long term relationships and a successful referral business.

Profile: Accomplished real estate consultant with demonstrated success in listing and selling residential and income properties. Extensive knowledge in all aspects of real estate. Providing unique client services including customized pre-sale preparations and marketing procedures for sellers and property purchase and neighborhood guidance to buyers both with professional guidance throughout each transaction. Expert in negotiations and offering a complete follow-up and client appreciation service. Highly qualified with exceptional communication and strong leadership skills to effectively resolve problems and provide superior service. Proven ability to assess client needs, establish rapport, build trust and maintain client relationships.

Work Experience: Realtor - Licensed 1986.

Compass, San Mateo/Burlingame 2019 to date - APR and Compass joined forces to become one of the most innovative technology driven companies with the highest level of personal service with 71 offices in the Bay Area. Alain Pinel Realtors, San Mateo. 1997 to 2019. Joined the largest local independent real estate company with 48 Cornish and Carey associates to assist in the opening a San Mateo office. A company leading the industry in unique and quality marketing and technology.

Cornish & Carey Real Estate, Burlingame. 1993 to 1997: Large real estate company leading in the marketplace. Company dissolved and purchased by Coldwell Banker in 1997.

Sterling Properties, Foster City. 1989 to 1993: Sought out by the company owner to join a privately owned company offering ongoing training focused on the value of providing a complete personal service.

Liberty Realty, Burlingame. 1986 to 1988: Hired as a full time agent and part time assistant to the owner of a small company offering personalized real estate training and lead opportunities.

Education:

Ongoing conferences and training covering all aspects of the Real Estate Industry

Anthony School of Real Estate

College of San Mateo Real Estate classes

Brighton Technical College, England – Business Management

Affiliations:

Member of the Alain Pinel Realtors Presidents Circle and Roundtable

Member of the Board of Realtors & Multiple Listing Service

Member of the National Association of Realtors and the California Association of Realtors

Member of the Top Agent Network compiled of Top 10% of realtors in the area

Previous Member of the Education and Finance Committees for the Board of Realtors

Previous member of Relo-Action Relocation Services and By Referral Network Group

Representative for Wells Fargo distressed properties.

Member of Alain Pinel Relocation Services

Career Success:

Compass Top Producer

Recognized as Top 1% of all Realtors Nationwide

Featured in the list of "America's Best Real Estate Professionals"

Alain Pinel Realtors Top Producer and Presidents Club Member

Cornish and Carey Top Achiever

Sterling Properties Top Producer

Recognized as #216 of all Realtors Nationwide by the "Wall Street Journal"

Recognized as one of the Top 30 agents for consistent online marketing by Realtor.com

Recognized as Top 1% of all Realtors in San Mateo County by Silicon Valley Magazine.

Recognized by the National Relocation and Real Estate Magazine as Top 5% of All Sales Professionals in the Real Estate Industry.

Awarded "Lifetime Circle of Excellence" by the San Mateo Board of Realtors.

Awarded "Gold Circle of Excellence" by the San Mateo Board of Realtors

Awarded "Silver Circle of Excellence" by the San Mateo Board of Realtors

Awarded "Sales Achievement Milestone" by the San Mateo Board of Realtors