

## **EMPLOYMENT HISTORY**

REALTOR® / Broker

Village Real Estate Services / Nashville, Tennessee

May 2005 – Present: Manage the real estate brokerage process for numerous buyers and sellers.

Professor

Tennessee State University / Nashville, Tennessee

August 2001 - August 2004: Instruct communications courses at all levels of undergraduate studies. Develop curriculum and supplemental materials for student enrichment.

Director of Publishing

Daywind Music Publishing / Hendersonville, Tennessee

May 1999 – December 2004: Orchestrate all music publishing activities creatively and administratively. Supervise eight employees and a writer roster of 18+ including part-time, full-time and artist writers. Lead company to be named BMI's world-wide Christian music publisher of 2002. Coordinate all internship activities for parent company. Oversee all cost efficiency measures for parent company.

Vice President

New World Imports / Nashville, Tennessee

July 1998 – May 1999: Oversee all operations, purchasing, selling and shipping at the world's largest medical amenities importer. Supervision of seven employees.

Assistant Director of Communications, Undergraduate Admissions

University of Tennessee / Knoxville, Tennessee

August 1996 – July 1998: Serve as admissions representative for the university's number one in-state territory (Nashville area) and out-of-state territory (North Virginia). Chair academic review committee for students under the university's requirements. Plan all publications. Search for, hire and guide three graduate assistantships

## **EDUCATIONAL HISTORY**

The University of Tennessee, Knoxville

Master of Science, Communications Management | 1998, Cum Laude

Carson-Newman College, Jefferson City, Tennessee

Bachelor of Arts, Communications & Education | 1994, Cum Laude

Nashville School of Real Estate, Nashville, Tennessee

Licensure, Real Estate | 2005

## **SPEAKING/TEACHING EXPERIENCE**

Adjunct Professor, Tennessee State University

Conference Speaker, National Association of REALTORS® 2008 Conference

Mid-Year Conference Instructor, Ohio Association of REALTORS®, Columbus, OH 2009

Annual Conference Presenter, Ohio Association of REALTORS®, Columbus, OH 2009

Corporate Conference Keynote, Prudential Realty Center, Chattanooga 2009

Guest Instructor, Irongate University, Dayton, Ohio 2008

Webinar Instructor, Council of Residential Specialists (CRS), Chicago, IL 2009

Advisor, Council of Residential Specialists (CRS) On-line Learning, Chicago, IL 2009

Featured Speaker, Pilkerton REALTORS®, Nashville 2008

Featured Speaker, Fridrich & Clark REALTORS®, Nashville 2008

Featured Speaker, BrokerSouth, Nashville 2009

Lunch Keynote Speaker, Women's Council of REALTORS®, Middle Tennessee 2008

Featured Speaker, French Christianson Patterson REALTORS®, Nashville 2008

Guest Instructor, Cleveland Association Board of REALTORS® 2008

Instructor, Village Real Estate Services, Nashville 2007, 2008, 2009

Featured Mentor, iSucceed.com, Los Angeles 2008

## REAL ESTATE EXPERIENCE

*Real Estate Magazine's* Top 50 National REALTOR® on the Rise (August 2007 issue)  
Certified Residential Specialist (CRS)  
Middle Tennessee State Representative (CRS Tennessee Chapter 2008)  
Educational Director (CRS Tennessee Chapter 2009)  
Greater Nashville Association of REALTORS® (GNAR)  
GNAR Rookie of The Year (62 closings in first year)  
GNAR Education Award Recipient 2008  
GNAR Gold Award Recipient – First Year  
GNAR Platinum Award Recipient  
GNAR Affordable Housing Committee 2007, 2008  
GNAR Affordable Housing Committee Chair 2009  
GNAR RPAC Committee 2009  
Tennessee Association of REALTORS®  
National Association of REALTORS®  
Village Real Estate Services' Rookie of the Year 2006  
Village Real Estate Services' Top Listing Agent 2007  
Governor's Housing Summit Delegate 2007, 2008  
CRS Grassroots Advisory Board  
Leadership GNAR Class of 2008  
Tennessee Association of REALTORS® Director 2008  
Top 1% of Nashville agents 2007, 2008, 2009  
RPAC Sterling R 2008  
StarPower Conference Attendee Orlando 2008  
CRS Sell-a-bration Conference Attendee Honolulu 2008  
CRS Sell-a-bration Conference Attendee San Francisco 2009  
Tennessee Association of REALTORS® Conference Attendee 2006, 2007, 2008  
Greater Nashville Association of REALTORS® Conference Attendee 2006, 2007, 2008  
National Association of REALTORS® Conference Attendee 2007, 2008  
Inman NYC Connect Conference Attendee 2008  
RETechSouth 2009 Coordinator and Education Director

## MEDIA EXPERIENCE/EXPOSURE

REALTOR® on The Learning Channel's "Flip That House"  
REALTOR® on HGTV's "House Hunters" (multiple episodes)  
REALTOR® on HGTV's "Goodbuy/Badbuy" (multiple episodes)  
REALTOR® on HGTV's "Top 25 Homebuying Tips" (special episode)  
REALTOR Magazine, Winter 2007, "Great Client Holiday Parties"  
CRS *Residential Specialist* Magazine, April 2008 "Promotional Contest Awards"  
CRS *Residential Specialist* Magazine, June 2008 "Cookie Cutter Email Marketing"  
CRS *Residential Specialist* Magazine, November 2008 "Social Media"  
CRS *Residential Specialist* Magazine, January 2009 "Video Marketing"  
CRS *Residential Specialist* Magazine, April 2009 "Spread The Word (Client Advocacy)"  
Nashville Business Journal | The *Tennessean*, multiple articles | *Immobiliarios* Magazine (spanish CRS) Cover  
CBS' Local Affiliate NewsChannel 5 | NBC Local Affiliate Channel 4 | Broker Insider Magazine