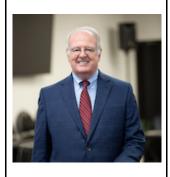
Professional Resume



Real Estate Sales

- First licensed in 1976
- Listed and sold during all market conditions over three decades

Real Estate Management

- President of three office real estate agency with full-time managerial role
- Built company from 50 to 200 licensees in 18 months
- President of real estate franchise with 51 offices statewide

Real Estate Training and Consulting

- Adjunct faculty member of local real estate school
- Founding and Managing Partner of The Real Estate Learning Group
- Consultant to agents and companies
- Expert witness

Steve Hammond

Real Estate Sales

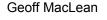
- First licensed in 1983
- Sold over 650 properties during all market conditions
- Twice named local board REALTOR® of the YEAR



- 6 yr. Sales Manager for a large national franchise office
- Built a company to 60 licensees in its first 5 months
- Designated Broker for a 250 agent company

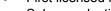
Real Estate Training and Consulting

- Real Estate Trainer since 1994
- Managing Partner of The Real Estate Learning Group
- Consultant to several brokerage companies
- Maine Association of REALTORS® Professional Standards Committee Chair since 1996
- Consulted as an expert in Maine real estate brokerage
- Mediator of real estate disputes since 1991



Real Estate Sales

- First licensed in 1983
- Sales production over \$100 million
- Specializing in residential, commercial and REO properties in Greater Portland, Maine



Real Estate Management & other accomplishments

- Manager, VP and Designated Broker of various large and small Maine based companies.
- 1992 REALTOR® State President
- Twice REALTOR® of the Year, Portland Board of Realtors®
- Earned professional designations including GRI & CRS

Ed Getty

Real Estate Training and Consulting

- Began real estate training 1985 with approved classes from MREC
- Founding partner of The Real Estate Learning Group and instructor/ consultant

