

Me: Relevant Personal and Professional Skills, Experience, and Hobbies (excluding Real Estate)

1. College Degree: B.S., Indiana U, 2005, 'High Distinction'.
2. 15-Year Corporate Designer - Global Ad Agencies, Small Boutique Design Agencies, Global Financial Firm, Marketing, Product Design.
3. All kinds of titles for my design roles, but usually Digital Designer, Digital Art Director and User Experience Designer.
4. Quickly Proficient with New Technology, Tech Systems.
5. I led the design-side of huge global projects, typically website projects or other digital products. Lead Designer. My eye for detail suits my real estate career well.
6. Soft-Skills Corporate Experience - Organizing and Leading Meetings, Internal Networking, Comfortable working with and Leading Multiple Individuals and Groups/ Teams, Comfortable Interacting with C-Suite, HNWI-types.
7. Service Industry Experience - Fine-Dining, Retail - (environments where "Customer is Always Right")
8. How I Seek Enjoyment in Personal Life: creative endeavors, bike riding, creating designs and physical art, tennis, sleeping, baking, motorcycle riding, spending time with my daughter. I want to begin golfing.

2026 Personal Growth Strategy for Professional Success

“Strengthen my ability to activate my extraverted intuition on demand. Intentional networking, community events, collaborative creative projects.”

2026 Personal Tactics That Support Professional Growth.

1. Micro-Social Experiments
 - 1.1 Attend short, structured events.
 - 1.1.1 Host Open Houses.
 - 1.1.2 Attend Networking Events.
 - 1.1.3 Attend Art Walks.
 - 1.1.4 Attend Local Art Exhibitions.
 - 1.1.5 Attend Design Fairs.
2. Integrate Creativity + Social Energy
 - 2.1 Host something small which combines my RE professional side (RE) with my creativity side.
 - 2.1.1 Real Estate + Design Night
 - 2.1.2 Real Estate + Interior Designer Night
 - 2.1.3 Real Estate + Drawing Night
3. Reframe confidence issues as curiosity gaps.
 - 3.1 View as a research opportunity, instead of self-doubt.
 - 3.2 “I wonder what this person’s story is?”
 - 3.3 “I wonder what this person appreciates most in an RE agent?”
 - 3.4 “I wonder if this person is working with an agent?”

2026 Personal Growth Strategy for Professional Success

- 3.5 “I wonder if this person is aware of a 1% Buydown?”
- 4. Track my social “energy-in versus energy-out”
 - 4.1 Keep a weekly log of what types of social interactions energize me versus drain me.
 - 4.1.1 Should help me design my business and networking rhythm around real data.

**I seek to become a
primarily client-referral
real estate business in
the future.**

3-5 year timeline.

What has worked for me in the past

1. Farming
2. Prospecting
3. Friends and Family
4. Prior Workplace Acquaintances
5. Referrals