

# **Phillip W. Sargent**

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Santa Clara, Utah 84765  
Phone: 435-229-0846

## **Education:**

**College:** 1978 & 1981 Attended Salt Lake Technical College  
**Major:** Electronic Technician  
**Concentrations:** Environmental Technology  
Business Administration  
**Certifications:** 1988 – 2004: Certified Environmental Consultant  
Groundwater & Soil Sampler  
UST Installer  
UST Remover  
UST Tester  
**Licenses:** 2004 – Present: Real Estate Salesperson's License  
**Memberships:** 2004 – Present: National Association of Realtors  
Washington County Board of Realtors  
Iron County MLS  
Wasatch Front MLS

## **Experience:**

- April 1981 – Aug. 1998:** **Vice President / Co-Owner – Petroleum Environmental Services Inc.**
- Served as Research & Development Coordinator, as well as site manager for over 300 hazardous and toxic waste projects throughout the Western US.
  - Managed 22 full-time employees located in the Salt Lake City area. Worked closely with State and Federal Government agencies and private property owners.
  - Responsible for performing environmental studies (phase I & II environmental audits) for private and government commercial property transitions.
  - Performed project estimating and on-site management for super-fund sites throughout the Western US.
- May 1990 – Aug. 1998:** **Vice President / Co-Owner – Great Basin Electric Inc.**
- Helped with product development and design for mobile environmental remediation systems.
  - Performed estimating and on-site management for Federal, State and local governmental projects. Including new construction of LDS-Chapels and Institute buildings, Manufacturing plants, Secondary and Elementary Schools, Universities and Colleges, as well as Military Basis throughout the US.
  - Negotiated contracts, billings and change orders.
  - Performed employee evaluations and training.

April 1998 – Present:

**Environmental Consultant – Petro West Inc.**

- Served as Project Coordinator, as well as site manager for hazardous waste projects in the southern Utah area.
- Responsible for performing environmental studies (phase I & II environmental audits) for private and government commercial property transitions.

Jan. 1994 – June 2004:

**President / Owner – Victorian Millworks**

- I created this company as a result of my respect for the craftsman of that era. I re-create Victorian Architecture using both old and new techniques.
- Created a complete and extensive marketing plan including web site and catalog. Sales of Victorian architectural products, included: Spandrels, Corbels, Brackets, Gables, Mailboxes, and other Victorian architecture products.
- Sold and shipped product to all 50 states, China, Germany, Japan, and Canada.

June 2004 – Present:

**Real Estate Agent – Licensed in the State of Utah**

- Obtained my Real Estate License specializing in vacant and raw land and providing full real estate services. Served as sales agent at the following brokerages:  
*Prudential St. George Realty*                      2004 – 2007  
*Windermere Real Estate*                      2007 - Current
- I currently work with Property Owners located in Utah. My specialty is in selling and acquiring both small and large tracts of land in the Southern Utah area for future development of recreational, residential and mixed use properties.
- I care about controlled development, protecting the environment, and the preservation of the unique American heritage we enjoy in this area.

July 2006 – Present:

**President / Co-Owner – eCoreGroup LLC**

- eCoreGroup was established to provide quality sales, marketing and consulting services to property owners seeking to develop or re-develop their properties.
- Web Design and Development, including data management of over 1000 property foreclosures on [www.e-coregroup.com](http://www.e-coregroup.com)
- Currently in discussions with several different property owners and banks for entitlement, development, and/or potential purchases of commercial and residential projects in Washington, Iron, Uinta, Kane and Salt Lake Counties.

July 2008 – Present:

**Vice - President / Co-Owner – eCoreFinancial LLC**

- eCoreFinancial was established to purchase performing and non-performing real estate bank notes. These notes come

mostly from failed banks that have been taken over from the FDIC.

- I currently negotiate with the FDIC and other financial institutions for the purchase, marketing, servicing and loan modifications of both performing and non-performing real estate bank notes.
- I work with investors that are interested in the purchase and selling of bank notes.

**REFERENCES:**

1.	<b>Bob Michie:</b>	<b>Broker / Windermere Real Estate</b>	<b>435-688-1900</b>
2.	<b>Chris Warhurst</b>	<b>Relationship Manager / First Horizon</b>	<b>435-634-0956</b>
3.	<b>Jeremy Call</b>	<b>Architect – Owner / Studio 8 Architects</b>	<b>435-986-8137</b>
4.	<b>Dustyn Shaffer</b>	<b>Project Engineer / Sunrise Engineering</b>	<b>435-652-8450</b>
5.	<b>Bill Bauman</b>	<b>Spiritual Mentoring</b>	<b>435-986-3813</b>