

Smith & Smith REALTY



Smith & Smith
REALTY

DANNY SMITH
ALC, CCIM

(352) 461-1186

www.SmithSmithCommercial.com

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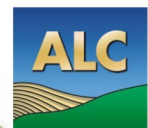


Danny Smith, ALC, CCIM & Family



Certified
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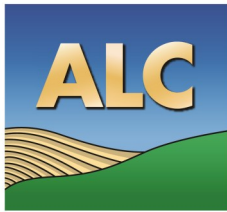
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Individual Membership

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REALTORS® LAND INSTITUTE



NEWS RELEASE

FOR IMMEDIATE RELEASE

Danny Smith is Awarded the 2012 Land REALTOR of America from the REALTORS® Land Institute

November 8, 2012 in Orlando FL at the National REALTORS Annual Convention – The REALTORS Land Institute is pleased to announce that Danny Smith of Smith & Smith Realty in Wildwood, FL, has been named as the 2012 Land REALTOR of America.

Danny has exceeded the criteria required for this receiving this award which include contributing to the advancement of the land profession and community, possessing the REALTOR Spirit by practicing and maintaining the Realtor Code of Ethics, participating in chapter and national institute activities by serving as an officer or community chairman, attending national meetings, participating in civic activities on a local, state and national level, having recognized business accomplishments and taking part in REALTOR-related activities on a local, state and national level.

Danny was excited to have his family there to share in this great honor. CONGRATULATIONS Danny on a job well done!

The REALTORS® Land Institute serves a unique constituency in the real estate industry – those who broker, lease, sell, develop, and manage land assets, including vacant, transitional land; agricultural and pastureland; timberland; and ranch and recreational properties. Through its rigorous Land University curriculum, the REALTORS® Land Institute confers its Accredited Land Consultant (ALC) designation to only those real estate practitioners who achieve the highest level of education, experience, and professionalism. The REALTORS® Land Institute is an affiliate organization of the National Association of REALTORS®. Go to www.rliland.com for additional information.

BIO

Danny Smith along with his wife Billie Faye Smith own and manage Smith & Smith Realty in Wildwood.

As a Florida Native Danny moved to Wildwood at the age of 12; when his Dad became the Pastor of the 1st Baptist. 35 years later he is still an active member of the Church, Chamber and the President for the Realtors Association of Lake and Sumter Counties, and sits on the Executive Board of the Florida Realtors.

Danny's background is in the land business as a Vegetable Farmer along with managing a Hay and Seed Operation.

Danny and Billie Faye have 1 daughter - Mandy, 2: sons -Will & Harmon, and 2 grandsons and 1 granddaughter on the way.

Danny enjoys fishing and spending time with family when he is not trying to put a deal together.

Danny is proud to be in the Profession of Commercial Real Estate. He has earned the Designations of an (ALC) Accredited Land Consultant and a (CCIM) Certified Commercial Investment Member. These are the highest level of certifications that can be achieved in the Land and Commercial Real Estate Business.

The Education from these along with his Experience has given him the ability to understand and translate the many moving parts of complicated transactions.

He is excited to have survived the tough market that we have been through the past several years. 2012 was a good year with 12 Million in closed sales and 2013 is on tract to see even better results.



Credentials—Awards—Service

2012

Awarded The Land Realtor of American
National RLI - ALC Accreditation Review Committee (Chair for 2012)

FL Realtors Board of Directors
FL Realtors Commercial Alliance Committee (Vice Chair 2013)

RALSC (Realtors Association of Lake & Sumter Counties) President Elect
RALSC Board of Directors
Formed and Chaired RALSC Commercial Alliance Committee and monthly marketing session.
Florida Realtors Land Institute Board of Directors
Chair of the Florida CCIM Designation Promotion Committee for 2013

Local

Sumter County Enterprise Zone Development Agency Committee
Sumter County Chamber of Commerce Board of Directors
Sumter County Chamber of Commerce Finance Committee
PALMS (Performing Arts of Lake., Marion & Sumter) Board Member
Active member at 1st Baptist of Wildwood going on 35 years

2011

National RLI - ALC Accreditation Review Panel (Chair for 2012)

FL Realtors Board of Directors
FL Realtors Commercial Alliance Committee

RALSC Vice President
RALSC Board of Directors
Florida Realtors Land Institute Board of Directors
Chair of the Florida CCIM Marketing Committee

Local

Sumter County Enterprise Zone Development Agency Committee
Sumter County Chamber of Commerce Board of Directors
Sumter County Chamber of Commerce Finance Committee

Credentials—Awards—Service

2010

Awarded 2009 RCA National Award

National RLI - ALC Review Course Development Committee

National Realtors Land Institute education task force

FL Realtors Land Use & Property Rights Committee

FL Realtors Commercial Alliance Committee

RALSC Board of Directors

Florida Realtors Land Institute Board of Directors

Chair of the Florida CCIM Marketing Committee

Local

Sumter County Chamber of Commerce Board of Directors

Sumter County Chamber of Commerce Finance Committee

2009

Awarded 2008 Florida Land REALTOR of the Year

National Realtors Land Institute ALC Exam Committee

National Realtors Land Institute education task force

FL Realtors Nominating Committee

FL Realtors Land Use & Property Rights Committee

FL Realtors Commercial Alliance Committee

Florida Realtors Land Institute Board of Directors

Vice- Chair of the Florida CCIM Marketing Committee

Florida CCIM Marketing Committee Vice-Chair

Credentials—Awards—Service

2008

President of Florida Realtors Land Institute

(Awarded the Outstanding Chapter of the Year from National RLI on behalf of the FL Chapter)

FL Realtors Board of Directors

FL Realtors Commercial Alliance Committee

OMCAR (Ocala / Marion County Association of Realtor) Director

OMCAR Commercial Committee Vice-Chair

Florida CCIM Marketing Committee Vice-Chair

2007

President of Florida Realtors Land Institute (RLI)

(Awarded the President's Certificate of Excellence from National RLI on behalf of the FL Chapter)

FL Realtors Board of Directors

OMCAR Commercial Committee Vice-Chair

Graduate - National RLI's Land Leadership Academy

2006

Earned The ALC (Accredited Land Consultant) Designation

CFCAR Hallmark Awards Top Producer in Land and Most Deals for Sumter County

2005

Earned The CCIM (Certified Commercial Investment Member) Designation

Oxford Land Company REALTOR of the Year 2005, 2004, 2003

Education

Accredited Land Consultant (ALC)



Accredited Land Consultants are an elite group of land specialists who have attained an expert level of knowledge and experience. Recognized throughout North America as the pinnacle of achievement for land real estate specialists, the ALC designation is awarded to REALTORS® Land Institute's (RLI) members who meet rigorous knowledge and experience requirements. The requirements are; successful completion of a minimum of 6 land university courses, a minimum of 3 years experience in land sales, and land sales volume of at least \$10,000,000 within 5 years. Then successfully complete a comprehensive examination

Certified Commercial Investment Member (CCIM)



Recognized for its preeminence within the industry, the CCIM curriculum represents the core knowledge expected of commercial investment practitioners, regardless of the diversity of specializations within the industry. After completion of the graduate level curriculum one must submit a portfolio of closed transactions and/or consultations showing a depth of experience in the commercial investment field. Then after fulfilling these requirements, candidates must successfully complete a comprehensive examination to earn the CCIM designation. This designation process ensures that CCIMs are proficient not only in theory, but also in practice. Only 6 percent of the estimated 150,000 commercial real estate practitioners nationwide hold the CCIM designation.