

RESUME OF
MICHAEL R. KANADY
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OBJECTIVE: Seeking environment where honesty, hard work and customer satisfaction will result in a mutually rewarding path of success.

EDUCATION: A.A. Psychology, G.P.A. 3.00, Valencia Community College
B.A. Psychology, G.P.A. 3.42, University of Central Florida
Real Estate Salesman License, State of Florida
Real Estate Broker License, State of Florida
Certified Commercial Investment Member Candidate
Numerous courses and workshops on people and relationships;
sales; negotiations; leadership and management.

BACKGROUND SUMMARY:

Over 25 years including over ten years in top 11% of sales associates for Coldwell Banker Residential; four years as top sales associate and managing associate for a combination residential developer and full service real estate firm; two and a half years top sales person and sales manager for a residential developer; five years of real estate brokerage and residential construction company ownership; five years retail and management.

Other areas of skills and experience include:

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|-----------------------------|-------------------------------|
| -sales planning | -site selection |
| -client relations | -project performas |
| -recruiting | -payroll & budgeting |
| -advertising & promotion | -liaison with lenders |
| -composing contracts | -negotiating contracts |
| -interacting with attorneys | -liaison with title companies |
| -inventory control | -income analysis |
| -outside telemarketing | -construction liaison |
| -read blueprints/plans | -computer proficient |

EMPLOYMENT HISTORY:

6 Month Experience: Wyndham Vacation Resorts. Training for In House and Front Line sales with Wyndham Vacation Resorts the largest most successful time share company in the world. Training and learning the time share sales track. Working with owners, exchangers and quest of owners. Averaged a sale every 7 to 10 days for five of the six months (March 2008 to present)

10 Years Experience: Over ten years of residential and commercial sales for Coldwell Banker SEO, the number one real estate sales organization in the southeast. Having progressively increased sales each year to my current level of the top eleven percent nationally for the organization, and the top five percent in Orlando Regional Board of Realtors. (1993-2008)

2-1/2 Years Experience: My own start up real estate brokerage, Turn Key Real Estate Marketing, Inc., a full service real estate company selling new homes, resale's, vacant land (commercial and residential), income property (commercial and residential) and property management with over 100 properties in inventory. (1989-1993)

4 Years Experience: Held position of Top Sales Associate and Managing Associate for First Southern Group, real estate division, First Florida/Realty Prudential Realty Showcase. Increased personal yearly gross sales from one million to over five million per year. Managed sales of both new construction projects for First Southern Builders and real estate resale's for First Florida Realty. Member of Presidents Multi-Million Dollar Round Table and National Home Builders Inner Circle. Specialized in residential (new and resale's), land (individual lots and large parcels) and rentals (residential and commercial). (1985-1989)

2-1/2 Years Experience: Served as site sales person and sales manager for Jim Mack Properties, a developer of fee simple, duplex residential units. Have served as Sales Manager on 250 unit development with retail value of \$14.5 million. Served as Project manager for 150 unit development with retail value of \$9 million, coordinating project from bare ground to grand opening. Four day grand opening during which forty contracts were written. (1983-1985)

7 Years Experience: Served as carpenter's helper outside trim crew leader and framing and trim subcontractor. Hired and supervised crews of up to six; work scheduling and responsible quality assurance. Specific positions included: Kanady Construction (1976-1981) and William G. Hucks Construction (1971-1973).

5 Years Experience: Manager - retail store in mall environment with responsibilities that included inventory control, cash reports, training, merchandising and personnel management. Also managed family amusement center with like responsibilities plus advertising, payroll and financial management. Specific employers included: Electric Circus Game Center (1981-1983); Bari Shoes (1973-1976).

ORGANIZATION MEMBERSHIPS:

Orlando Regional Realtors Association
Florida Association of Realtors
National Association of Realtors
North Orlando Kiwanis Past President
Saint Richard's Episcopal Church
University of Central Florida Alumni Association
Tanglewood Homeowners Board of Directors

REFERENCES: Furnished upon request.