



# CLARENCE ZARNES

## PROFILE

Clarence retired from the U.S. Army in 2009, after 28 years of service. He is also a former Professional Development Director for the Osceola County Association of REALTORS®.

Specializing in Vacant Land, Clarence works primarily in the Central and Eastern Counties of Florida with Buyers and Sellers of all needs. He is passionate about helping others achieve their personal and professional real estate goals. His lifetime of service to clients and fellow professionals continues at the Orlando Regional REALTORS® Association, the Florida Association of REALTORS®, the REALTORS® Land Institute, the Florida REALTORS® Panel of Directors and the Florida Association of Veteran Owned Businesses Board of Directors.

Whether protecting this great county, mentoring others, or protecting homeownership and private property rights, Clarence is a passionate voice, advocate, and facilitator. He is living the American Dream!

## EDUCATION, DESIGNATIONS, CERTIFICATIONS & LICENSES

### MASTER OF ARTS IN TEACHING AND LEARNING WITH TECHNOLOGY, WITH ONLINE EDUCATOR SPECIALIZATION

Ashford University, Clinton, IA

**Designations:** ABR, CIPS, SRES

**Certifications:** AHWD, e-PRO, MRP, RSPS, SFR, FMS, GKC, NHC

**Florida Broker Associate License Number:** BK3416817

**Florida Real Estate License Number:** ZH1003978

## WORK EXPERIENCE

### REALTOR® – LAND PROFESSIONAL

**National Land Realty | (Formerly Crosby & Associates)**

April 2018 - Present

Key Responsibilities: Serve as a full-service real estate broker specializing in farm, ranch, recreational, plantation, timber, equestrian, waterfront, and commercial land across the State, with a focus revolving around establishing long-lasting relationships and helping clients and customers accomplish their goals.

### DIRECTOR – PROFESSIONAL (EDUCATION) DEVELOPMENT

**Osceola County Association of REALTORS®**

January 2017 - April 2018

Key Responsibilities: Planning, implementation, development and evaluation of the professional development programs and projects to meet members education requirements, while achieve membership recruitment, technological advancements, engagement, and retention goals. Programs and projects include budget management, benefits programs, proposal preparation, third party negotiations, education marketing, public speaking, leadership and staff training, and overall positive member experience, as well as conducting new member orientation classes.

## CONTACT INFORMATION

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