

IRA M. RUMICK

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MANAGEMENT PROFILE

- Professional real estate business manager with 25+ years of experience
- Successful track record in hiring & training agents as well as increasing annual revenue
- Effective in developing personal & professional relationships with staff & clients
- Extensive experience as a trouble-shooter; able to creatively solve critical issues
- Completed extensive real estate training programs for real estate management, recruiting, selling and related applications
- Certified Coldwell Banker Fast Start instructor – taught “selling the buyer” & negotiating for 8 years

REAL ESTATE MANAGEMENT EXPERIENCE

- Coldwell Banker Stanmeyer in Chicago – 1993–1994
Office Manager
 - Hired, trained, motivated & developed agents & office personnel
- Coldwell Banker Water Tower in Chicago – 1989–1993
Office Manager
 - Recruited, trained & developed agents & office personnel
 - Turned a \$65,000 “in the red” office to a \$37,000 “in the black” office
 - Finished #2 in the company for greatest increase in annual profit during 1992 by 125%
- Coldwell Banker Lincoln Park in Chicago – 1988–1989
Office Manager
 - Hired, trained & developed agents & office personnel
 - Increased staff from 9 to 29 agents in 10 months
- Coldwell Banker Regional Headquarters in Glenview - 1988
Special Projects consultant
 - Trained new sales associates for North Shore & Chicago office
 - Prepared & analyzed special reports for regional manager
- Coldwell Banker in Northbrook – 1986–1988
Office Manager
 - Successfully opened brand new office and effectively hired, trained & developed 29 agents & office personnel

- Established 1st office in company history to be profitable in first year of operation - 1986
- Coldwell Banker in Glenview – 1985–1986
Office Assistant Manager
 - Trained new associates & other office staff for North Shore offices
 - Developed a profitable business plan that was effective in recruiting & training new agents
 - Awarded “Assistant Manager of the Year” in 1985 among 25 other competing assistants

RECENT REAL ESTATE ACCOMPLISHMENTS

- Coldwell Banker in Highland Park – 1998–2008
Broker Associate in partnership with wife, Fran Coulter:
 - Members of Presidents Circle & Presidents Elite 1998-2006
 - Consistently among top 5 agents in Highland Park office in sales volume & total # of units sold 1998-2007
 - #10 in total units sold for entire North Shore region in 2006
 - Won top marketing award for 8 consecutive years in Highland Park office
 - Members of “Who’s Who in Luxury Real Estate” from 2001-2007

ADDITIONAL MANAGEMENT EXPERIENCE

- Hunters Mortgage in Arlington Heights – 1995–1998
Vice President & Office Manager for Private Mortgage Company
 - Oversaw office staff and reviewed all paperwork & loans for lines of credit with 22 banks
 - Called on real estate offices in city & suburbs to develop business
 - Secured mortgages for end-loan buyers

BACKGROUND

- Finance Business
 - Participated in highly successful family-owned business
 - Assisted in daily operation & improved existing systems
- Executive Vice-President at Dental Floss Company
 - Successfully operated another family-owned business