

Paul Fedynich

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Summary of

Qualifications

I have a passion for applying my knowledge, experience, and influence, to empower others in maximizing their potential and actualizing success. The foundations of my leadership style were formulated from personal development, integrity, and a *will-do* attitude.

Professional Experience

Premier Sotheby's International Realty **October 2015 – Present** **Managing Broker** **Orlando, FL**

- Provide continuous coaching, training, and mentorship to over 40 associates
- Rebuilt the office organically by recruitment of over 70 associates
- Created a diverse culture of happy productive agents that work together as a team
- Increased revenue and profit, taking the office from a several hundred-thousand-dollar loss to a positive ROI
- Carried forward much of what how I worked previously into this new office
- Currently serve on ORRA's Professional Development and MLS Committees
- Approved Florida Realtors Faculty for 2 courses

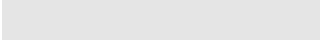
Coldwell Banker Residential Brokerage **April 2011-April 2015** **Delaware Broker & Branch Vice President** **Bethany Beach, DE**

- Recruited over 50 agents
- Revitalized office after a transitional period by responding to agent needs and providing leadership
- Heightened awareness in risk management issues by addressing common issues affecting the industry as part of sales meetings
- Increased revenue by 23%, profit by 133%, increased per agent productivity by 50%, and enacted strategies to continue upward trend in numbers
- Complete changeover of the office culture to a happy productive one by implementing a social committee and increased participation in local events such the Bethany Beach annual 4th of July parade
- Improved existing real estate school, successfully holding quarterly classes to attract more prospects
- Developed each agent's entrepreneurial skills by helping them create business plans, refine goals and develop time management skills through individual interaction, workshops and existing resources
- Resolved any agent/client issues in a timely manner to maintain corporate good standing in area and adherence to NAR Code of Ethics

Coldwell Banker **2002-2011** **Real Estate Advisor** **Ocean City, MD & Rehoboth Beach, DE**

- 2010 ranked 3rd in DE for AGC amongst CB affiliates
- 2010 Outstanding Performance Award
- 2006 ranked 5th in Coastal Region for team sales
- 2003 Rookie of the Year
- Consistent Top Producer

- Office Tech Team Chairman
- Mentor to new and seasoned agents
- Facilitated Mastermind groups which led to building morale, camaraderie & increasing business in a down market
- Served 2 terms on the CAR MLS Committee
- CRS - Certified Residential Specialist
- E-PRO - Certified Internet Professional
- CNS - Certified Negotiation Specialist
- SFR - Short Sale & Foreclosure Resource
- CNAS – Cartus Network Affinity Specialist



Professional**Development Highlights:*****Lifelong Learner*****1977 - Present**

- Approved as a Florida Realtor Faculty for two courses currently
- Became a John Maxwell certified coach and trainer
- Certified DISC trainer and consultant
- Director on the SCAOR Community Service Foundation Board
- Completed the DE Broker's Course while working full time
- Coach, train and mentor agents on a daily basis
- Chairman for the Rehoboth & Dewey Beach Lifeguard Appreciation Day fundraiser
- Spoke on behalf of Missing Children & Parental Abduction
- Member of Delaware Comedy Theatre
- Technical certifications include: A+, Network +, I-Net +, CIW (Certified Internet Webmaster) Designer, CIW Administrator, CIW Trainer
- Master Electrician in two states
- Owned & operated multiple successful small businesses
- Partnered in the creation, development, & sale of an Internet Radio Station
- Constantly working with different professional coaches and currently involved with two different coaching programs
- Regular involvement with professional enhancement and relationship building programs
- Always refining my business philosophy & education to accommodate the ever-changing economic climate thru live, web-based, and teleseminars.
- Past President & Mentor of the Southern Delaware Toastmasters chapter of Toastmasters, International
- Toastmasters, International award-winning speaker
- Currently writing/developing a "Living Well..." book and seminar series
- Participated in the NSA convention in NYC and obtained a wealth of knowledge on speaking, training, coaching, & publishing.
- Motivational speaker for Real Estate Community and other independent professionals on current industry issues, wealth management, and increasing individual production
- Published Author

Professional**Development Highlights:*****Publisher Author***

- *“Have You Seen My Kids” – 2004*
- *Contributing writer to Delaware newspapers and magazines*
- *Currently writing/developing a “Living Well...” book and seminar series*
- *Technical writer of exam prep and study guides*

Computer Technician/Trainer New Horizons - 2001

- *Technical certifications include: A+, Network +, I-Net +, CIW (Certified Internet Webmaster) Designer, CIW Administrator, CIW Trainer*
- *Partnered in the creation, development, & sale of an Internet Radio Station*

Business Owner/Master Electrician – Professor Watts Electric Svc 1986-2000

- *Created and developed a full-service electrical business with over 15 employees*
- *Master Electrician license in Florida and Colorado*

Volunteer Activities

- *2015 President - SCAOR Community Service Foundation Board*
- *Chairman for the Rehoboth & Dewey Beach Lifeguard Appreciation Day fundraiser*
- *Speaker and Advocate for the National Center for Missing and Exploited Children, Take Root, and participated in President Bush’s Missing Children’s Conference in 2002*

Communication Experience

- *Past speaker at multiple Woman’s Council of Realtor luncheons*
- *Past President & Mentor of the Southern Delaware Toastmasters chapter of Toastmasters, International*
- *Toastmasters, International award-winning speaker*
- *Participated in the NSA convention in NYC and obtained a wealth of knowledge on speaking, training, coaching, & publishing.*
- *Motivational speaker for Real Estate Community and other independent professionals on current industry issues, wealth management, and increasing individual production*

Personal Interests

- *Former member of Delaware Comedy Theatre*
- *Bass player*
- *Kayaking, racquetball, bicycling, fitness, and healthy lifestyle*
- *Always refining my business philosophy & education to accommodate the ever-changing economic climate thru live, web-based, audio CDs, and teleseminars.*

References Available Upon Request