

# **Kathleen Sullivan**

## **ABR, CDPE, CLHMS, CRS, MBA, MS**



### **EDUCATION**

- B.A. - Villanova University, Psychology and Science
- M.S. - Boston University, Occupational Therapy
- M.B.A. - Boston University, Management, Marketing and Finance
- Super Star Sales Retreat; and Advanced Broker/Owner Training Courses
- Numerous Sales Training Programs and Seminars including Education for Certified Residential Specialist (CRS) and Accredited Buyers Representative (ABR) Designations and MA. Continuing Education Courses

### **BACKGROUND**

- Owner and Vice President of RE/MAX Advantage Real Estate, 1989 - Present
- Realtor, Top Sales Agent, 1985 - Present
- Joined RE/MAX of New England, 1988
- Investor/Property Manager, 1983 - 1993
- Health Center Administrator, 1982-1984
- Health Care Supervisor/Manager, 1977-1982
- Registered Occupational Therapist (OTR), 1975-1980, still licensed

### **REAL ESTATE SPECIALTIES**

- Residential- Houses, Condominiums and Land
- Investment/ Income-Producing - Multi-Unit Residential and Mixed-Use (Specialty: 1985-1995)
- Foreclosures and Workouts (Specialty: 1990-1995)
- Certified Distress Property Expert (CDPE) Designation 2009
- Certified Luxury Home Marketing Specialist (CLHMS) Designation 2010
- Million Dollar Guild, Institute for Luxury Home Marketing, 2010

### **AFFILIATIONS and LEADERSHIP ROLES**

- National Association of Realtors
- Massachusetts Association of Realtors
- North Shore Association of Realtors
- MLS Property Information Network, Inc
- North Shore Association of Realtors Leadership roles: Member of Grievance Committee, 1992 and 1993  
Chairman of Grievance Committee, 1994, Chairman of Membership Committee, 1995  
Member of Bylaws and Forms Committee, 1996  
Member of Professional Standards Committee, 1995 - 2010  
Member of Government Affairs Committee, 1997, 1998  
NSAR Board of Directors, 1998, 1999, 2000, 2001  
Massachusetts Association of Realtors - Director 2001
- MLS Property Information Network, Inc. - Director 2005-2012  
Shareholder since 1999

### **SALES AWARDS & ACCOMPLISHMENTS**

- RE/MAX Lifetime Achievement Award, Inducted in 2003
- RE/MAX Chairman's Award - Highest award earned for annual production-2002 - 2006
- RE/MAX Hall of Fame -Inducted in 1994.
- RE/MAX Platinum Club Award - High RE/MAX Award earned for annual production in 1997-2001, 2007-2009, 2011
- RE/MAX 100% Club - RE/MAX award earned for annual production - 1988-1996, 2010
- Top Producer for RE/MAX of New England - 1988
- Top Residential Producer, Vernon Martin, Inc., Salem Office - 1986
- Broker/Owner of the Year - 2007
- RE/MAX Team Spirit Award - 2008 & 2009
- Howard Hayes Founders Award for contributions to the Region and fellow owners - 2009

# Terrence Sullivan

## ABR, CDPE, CRS, CPCU, GRI, MBA



### EDUCATION

- B.A.- Georgetown University, Economics
- MBA - Babson College, Finance & Accounting
- Graduate Real Estate Institute (GRI)
- Charter Property and Casualty Underwriter
- Certified Residential Specialist (CRS)
- The Buyer Broker Institute, Certified Buyer's Agent
- Advanced Broker/Owner Training Course
- Numerous Real Estate and Sales Training courses including Education for Certified Residential Specialist (CRS)
- Accredited Buyers Representative (ABR) Designations

### BACKGROUND

- Broker/Owner, RE/MAX Advantage Real Estate, 1989-Present
- Real Estate Investor & Property Manager, 1983-1993
- Owner, American Risk Management, Inc., 1984-1989
- Real Estate Broker, 1980 - Present
- Insurance Broker, 1972-1984
- Lieutenant, US Army, 1969-1970

### REAL ESTATE SPECIALTIES

- Residential- Houses, Condos and Land
- Investment - Multi-Unit, Mixed -Use and Other Income Producing Properties
- Research and Preparation of Market Value Analyses
- Computer Expertise: Custom analyses for buyers and sellers and Data Base Design for Real Estate marketing and transaction coordination
- Internet Marketing - Developer/Owner of iMax Web Solutions.com - 2000 to present
- Certified Buffini & Company Mentor - 2007
- Certified Distressed Property Expert (CDPE) Designation 2009

### AFFILIATIONS

- National Association of Realtors
- Massachusetts Association of Realtors
- North Shore Associations of Realtors
- Society of Chartered Property & Casualty Underwriters
- North Shore Association of Realtors Leadership roles:
  - Finance Committee, 1993 to present
  - Advisory Committee to MLS PIN - 1995
  - Technology Task Force - 1995
- Director on The Board of Directors of MLSPIN - 1999-2004 and various task forces and various task forces

### SALES AWARDS

- RE/MAX 100% Club - 1992, 1993, 2004,-2010
- RE/MAX Executive Club- 1991, 1994, 1995,1996, 1998, 1999, 2000, 2003
- RE/MAX Presidents Club - 2001
- RE/MAX Team Spirit Award - 2008 & 2009
- Howard Hayes Founders Award for contributions to the Region and fellow owners - 2009

# ***We Make Your Real Estate Dreams Come True With Innovative Marketing Technology***

*Kathleen and Terrence Sullivan of RE/MAX Advantage Real Estate are a top selling, award-winning husband and wife team who list and sell all types of real estate on the North Shore of Boston. Kathy and Terry have been North Shore residents for twenty-seven years, now living in Marblehead.*

*Together they have over forty-five years of business and real estate experience as well as three Master's Degrees in Science and Business Administration.*

*Kathy and Terry are also owners of RE/MAX Advantage in Beverly, Gloucester, Marblehead, Peabody and Salem franchise offices of RE/MAX of New England and RE/MAX International , a network of 7,000+ offices in 80+ countries with 100,000+ sales associates.*

*Their education, experience and high commitment to professional service have resulted in consistent sales records and successful transactions for their clients. The Sullivans have closed over one transaction per week for the past fifteen years. The average Realtor closes one transaction every 2 1/2 months. They are consistent members of the RE/MAX 100% and Platinum Clubs. In 1994, Kathy was inducted into the RE/MAX Hall of Fame, achieved by only 122 agents of the 1,707 agents in New England at that time. In 1997, 1998, 1999, 2000 and 2001, and 2007-2009 Kathy earned The Platinum Club Award for annual production and in years 2002 to 2006 she achieved the Chairman's Club Award which is the highest RE/MAX Award for annual production and the Lifetime Achievement Award for Career Production.*

*Looking for knowledge, experience, integrity and friendly service? Put the Sullivans, their professional support staff and the latest in technology for real estate to work for you!*

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Email: [Kathy@SullivanTeam.com](mailto:Kathy@SullivanTeam.com) or Email: [Terry@SullivanTeam.com](mailto:Terry@SullivanTeam.com)

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