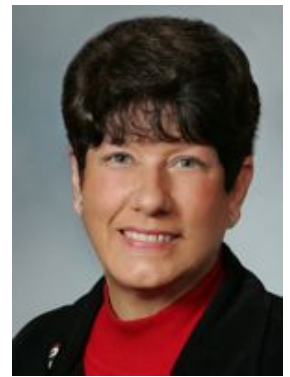


Kathleen Sullivan

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; Advanced Broker/Owner Training; MA Continuing Education
- Numerous Sales Training Programs including Education for Certified Residential Specialist (CRS), Accredited Buyers Representative (ABR) and Certified Luxury Home Marketing Specialist (CLHMS) Designations

BACKGROUND

- Owner and Vice President of RE/MAX Advantage Real Estate, 1989 - 2018
- 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 Luxury Home Marketing Specialist (CLHMS) 2011 to present

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 2003-2018
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, 2017
- 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, 2011-2018
- 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
- RE/MAX Integra Founders Award 2014



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 and MA Continuing Education
- Numerous Real Estate and Sales Training courses including Education for Designations:
Accredited Buyers Representative (ABR)
Certified Distressed Property Expert (CDPE)
Certified Residential Specialist (CRS)
Graduate Real Estate Institute (GRI)

BACKGROUND

- Broker, 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 Sales Power Mentor - 2011
- Certified Distressed Property Expert (CDPE) Designation 2009
- Certified Social Media Agent (CSMA) Designation 2012

AFFILIATIONS

- National Association of Realtors
- Massachusetts Association of Realtors
- North Shore Associations of Realtors
- 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
MLSPIN Shareholder since 1999

SALES AWARDS

- RE/MAX 100% Club - 1992, 1993, 2004-2018
- RE/MAX Executive Club- 1991, 1994, 1995, 1996, 1998, 1999, 2000, 2003, 2006-2011
- 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
- North Shore Association of Realtors Life Time Member Award 2012
- RE/MAX Integra Founder Award 2014