



**Commercial
Connection,
REALTORS®**

Robert W. White, Sr.

Sr Vice-President / Broker
Specializing in 1031 – Tax Deferred Exchanges
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Professional Profile

Bob is a 30 + year commercial real estate veteran specializing in leases / sales and advisory services for local and national clientele. Bob is the first realtor in Central Ohio to qualify and receive the coveted Certified International Property Specialist (CIPS) designation and is one of 1st 347 in the world. In 1998, Bob was instrumental in completing the necessary requirements for the brokerage and all associates to achieve recognition as ISO 9002 registered commercial company in the Prudential organization. Bob achieved 1st Place for Commercial Gross Commission for Prudential in State of Ohio for 1st Qtr, 2001 and is a Leading Edge Society Award Winner for 2001, which places him in Top 6% of Prudential Sales for 2001. Bob is also a specialist in 1031-Tax Deferred Exchanges. Bob is a U.S. Army retiree, having retired after completing 20 years and is a combat veteran of Vietnam. He is also a graduate of The Defense Language Institute – West Coast and speaks Arabic. He has served in many countries and is thoroughly knowledgeable in negotiations tactics with foreign nationals and is culturally aware of the necessities to conduct business around the world. Bob was an inaugural inductee into the Ohio Military Hall of Fame for Valor and now sits as a member of the Board. Bob is Chairman of The Property Maintenance Appeals Board for Code Enforcement for City of Columbus.

Experience

1996 – Present

Prudential Commercial Connect, REALTORS®
Sr.Vice-President / Broker

1995 – 1996

The Prudential Commercial One
Director, International Group

1973 – 1994

Bob White Realty, Inc & ERA Marketing, Inc. Broker/Owner

Recent Client List

Companies Bob has had the honor to assist:

- Prudential Insurance Co of America
- NCOT Accounting and Consulting
- National Emergency Numbers Assn.
- Rivergate Associates Partnership
- Dr. Robert L. Field
- Dr. William Schory
- Warehouse Services Division of Ralston
- Denier Electrical Company, Inc.
- Ferrellgas, Inc.
- Stofcheck Ambulance Services, Inc.
- National Rent-A-Fence
- Dr. Kylene Fernandez, DDS
- Midland Title Agency, Inc.
- Prudential Securities
- Dr. Bill Coulman, DDS

Education

1971 – 1975

Franklin University – Columbus Ohio
B.S. Business Administration

1962 – 1963

Defense Language Institute, Monterey, CA
Linguist – Interpreter of Arabic Language

Real Estate Affiliations & Training

CIPS – Certified International Property Specialist

GRI – Graduate Real Estate Institute

CCIM Institute –Candidate Member of CCIM Institute
pursuing the Certified Commercial Investment Member
(CCIM) designation.

CC – Commercial Council

NAR – International Section Operations Committee Member
National Association of Realtors®

NAR – Member Realtors Commercial Alliance

CCIIR – Member Columbus Commercial Industrial
Investment Realtors

CREE – Columbus Real Estate Exchangors