

# Michael Jones

## Objective

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To serve in the real estate industry as an exemplary leader, and an accomplished salesperson.

Focused with a concentration on the meticulous execution of real estate transactions for buyers & sellers, facilitating relocation in Central Ohio and assisting International & local people. With business savvy & a client-focused operations model, I maintain a successful real estate business, with a changing approach depending upon the current economic climate. Using a detail oriented approach, and being multi-task-oriented, I effectively service my clients personally, relying only upon a staff to support me administratively. Seasoned, with 20 years of results-oriented experience. That coupled with visionary perspective, allows me to remain current, and award winning.

## Professional Experience

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February 2017-Present

Park Tower Condominium Association Board Member

January 2017-Present

Childhood Development Council of Franklin County-Board Member

February 2012-Present

City of Columbus, Board of Zoning Adjustment-Member

- Appointed by Mayor of Columbus

December 2011-2014

Columbus REALTORS, Board of Directors-Member

- Budget & Finance Committee
- Ohio Association of REALTORS Director

March 2009-Present

Coldwell Banker Real Estate Consultant (Global Luxury Property Specialist)

- Facilitate real estate transactions for buyer & sellers.
- Assist with management level agent services
- Provide assistance to the local CB Charitable Foundation
- Provide international & local recruiting assistance through internet resources.
- Provide training & agent development services including roundtable discussions

October 1995-March 2009

Century 21 Real Estate Consultant

- Managed a team of up to 5 at any given time
- Achieved high sales volumes
- Provided Agent Development Training
- Specializing in residential, assisting consumers & investors. Consulted asset management companies, and managed real estate portfolios for the largest domestic real estate guaranty company. Oversaw the estimate, work performed, and inspection phases of the entire process

## Accomplishments/Contributions/Memberships

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### 2017

- National Association of REALTORS Federal Political Coordinator
- National Association of REALTORS Global Business Alliance Committee
- Ohio Association of REALTORS Director
- Ohio Association of REALTORS, Global Task Force
- Columbus REALTORS CORPAC Govern Board, Chair
- Columbus REALTORS Global Business Alliance, Chair
- Columbus REALTORS CORPAC Global Forum, Chair

### 2016

- National Association of REALTORS Federal Political Coordinator
- National Association of REALTORS Diversity Committee
- Ohio Association of REALTORS Legislative Steering Committee, Executive Committee Liaison
- Ohio Association of REALTORS, Executive Committee Member
- Ohio Association of REALTORS Issues Mobilization Subcommittee Member
- Columbus REALTORS Standard Forms Committee, Chair
- Columbus REALTORS CORPAC Governing Board, Vice-Chair
- Columbus REALTORS CORPAC Global Forum, Chair

### 2015

- National Association of REALTORS Federal Political Coordinator
- National Association of REALTORS Federal Taxation Committee
- Ohio Association of REALTORS Legislative Steering Committee, Vice Chair
- Ohio Association of REALTORS, Executive Committee Member (2016 Appointment)
- Columbus REALTORS Tech Users Committee, Chair
- Columbus REALTORS Standard Forms Committee, Vice Chair
- Columbus REALTORS Governance Committee, Member
- CIPS Designee
- CRS Designee

### 2014

- National Association of REALTORS Federal Political Coordinator
- National Association of REALTORS Federal Taxation Committee
- Ohio Association of REALTORS Legislative Steering Committee, Vice Chair
- Columbus REALTORS Tech Users Committee, Vice Chair

### 2013

- Columbus REALTORS Government Affairs Committee, Director Liaison
- National Association of REALTORS Federal Political Coordinator
- REALTORS Political Action Committee Major Investor/Donor

### 2012

- Columbus REALTORS Scholarship Committee, Chair & Director Liaison
- Foundation Fund Advisory Board
- Central Ohio REALTORS Political Action Committee Contributor

### 2011

- Columbus REALTORS Scholarship Committee, Vice Chair
- Ohio Association of REALTORS Legal Issues Forum Committee
- Ohio Association of REALTORS Professional Development Committee
- Central Ohio REALTORS Political Action Committee Contributor
- DOGS (Downtown Office Group Specialists)
- Columbus REALTORS Branding Task Force

2010

- Columbus REALTORS Tomorrow's Leader Today
- Central Ohio REALTORS Political Action Committee Contributor

Bexley-Eastmoor-Berwick Realty Association, Past President, current member

Midtown Area Real Estate Association, member

Young Professionals Network

Affordable Housing Committee

Governmental Affairs Committee

Sales Advisory Committee

Technical Users Forum

Equal Opportunity Committee

1 Million Dollar Award

5 Million Dollar Award

10 Million Dollar Award

25 Million Dollar Award

Lifetime Achievement Award

Coldwell Banker Global Luxury designation

Coldwell Banker Presidents Circle of Excellence (2009-Present)

Coldwell Banker Quality Service Award (2009-Present)

Ohio Association of Realtors, Presidents Circle

Century 21 Masters Award

Century 21 Quality Service Award

## Education

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St. Charles Preparatory School

Howard University

Hondros College