

## **Donald A. Payne, Jr.**

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### **PROFESSIONAL PROFILE**

- Licensed Realtor with 7 years residential real estate sales experience
- Licensed Real Estate Broker, May 2017
- Voting member of the executive leadership team for Vision Realty, Inc.

### **PROFESSIONAL EXPERIENCE**

#### **VISION REALTY, INC.**

**Columbus, OH**

Real Estate Buyer and Listing Agent

December 2012 - Present

- Assists Vision Realty, Inc. to be current and relevant for the Central Ohio real estate market
- Encourages broker, other agents, and support staff
- Educates agents how to increase value through customer service and develop personal relationships to better serve their clients
- Utilizes technology and handwritten information to communicate with clients
- Promotes company brand at national, state, and local conferences and various types of networking events
- Averages 45 closed transactions annually

### **EDUCATION**

#### **OHIO STATE UNIVERSITY**

**Columbus, OH**

Associate of Arts, Spring 2015

### **ADDITIONAL SKILLS & CREDENTIALS**

- Columbus REALTORS<sup>(R)</sup> Raise the Bar committee, 2018
- Columbus REALTORS<sup>(R)</sup> Leadership Academy. Graduate Class 2017-2018
- Missions Chair at Columbus Church of Christ, 2017
- Columbus Urban League Young Professionals member, 2016-present
- Independent Broker Association member, 2015-present
- Council of Residential Specialist, 2015-present
- Central Ohio Real Estate Investors Association (COREIA) member, 2014-present
- Accredited Buyer Representative (ABR), 2013
- Member of the National Association of REALTORS<sup>(R)</sup> (NAR), the Ohio Association of REALTORS<sup>(R)</sup> (OAR) and the Columbus Board of REALTORS<sup>(R)</sup> (CBR), 2012-present