



Connie Carlson

Keller Williams Realty

678-488-9646

Connie@LivingInCobb.com

www.LivingInCobb.com

Work Experience

Keller Williams Realty, Marietta GA, April 2004 to Present

Sales Associate

Keller Williams Realty Signature Partners (West Cobb Office)

April 2004—April 2008, January 2010 - Present

Within her first year as a sales agent, Connie grew her real estate business to include a full time assistant and buyers agent and quickly became one of the top agents in a the West Cobb office. She attributes her success to her commitment to providing EXTRAordinary client service. Her mission is that at some point in the transaction her client says “Wow, I never expected that!” Most of Connie’s business comes from referrals from past clients.

Agent Accomplishments

- 2005 Rookie of the Year
- 2005 #1 Top Individual Producer
- 2007 #1 Top Team Producer
- 2010 #1 Top Individual Producer
- 2010 Cobb Board of Realtors Top Ten Individual Producer
- 2006, 2007 and 2011 Agent Leadership Council

Managing Broker and Team Leader

Keller Williams Realty Atlanta Perimeter (Dunwoody Office)

April 2008—December 2009

Responsible for management of a real estate office of over 140 agents and brokers. Coaching, mentoring, and training the agents. Responsible for the management and financial performance of an office with over \$125 million in sales volume. Staffing and daily office management. Handled broker questions, contract issues and resolution.

Managing Broker Accomplishments

- 2009 Runner-up for the [2009 Best Places To Work](#) by the Atlanta Business Chronicle
- 2008 Selected by Regional Management as an approved Regional Trainer
- 2009 Developed the fast growing [KW Commercial](#) division within Keller Williams Realty International. Awarded #1 KW Commercial Division in 2009

Education/Coaching

- Barney Fletcher School for Pre License
- Keller Williams Realty for Post License
- 2005, 2006, 2008, 2009, 2010, 2011 KW Family Reunion
- 2006, 2007, 2008, 2009 Mega Agent Camp in Austin, Texas
- 2005 – 2007 Buffini & Company Coaching
- 2007 Hobbs Herder Gateway & Coaching
- 2008—2009 MAPS One-on-one Coaching and Fast-Track Coaching
- 2009—Certified Distressed Property Expert Training (CDPE)
- 2009—Broker Designation
- 2010—Hoss Pratt Coaching
- 2011-Michael Maher Boost+ Coaching

Other Work Experience

Arthur Andersen, LLC 1991 to 1998

Finance Manager for the Atlanta Tax Division 1996-1998

Responsible for budgeting and on-going financial review for the 14 divisions within Arthur Anderson Tax. Worked side-by-side with the Lead Partner to manage the financial responsibilities of an office of over 400 professional accountants and consultants.

Senior Real Estate Consultant 1991 to 1996: Certified General Appraiser

Conducted due diligence analysis, appraisals, and various consulting projects on large scale commercial properties that were located around the country. These included high office, industrial, shopping centers, and special use properties.

Notable Projects

- Created an economic model for Orange County, Florida
- Appraised Carnation Farms, Snoqualmie, Washington
- Appraised Union Pacific Railroad Right-of-Way in California
- Appraised Hardees Restaurants, Circle K Convenience Stores, and United Theatres

Other Education

BBS University of Iowa 1990

Double Major in Marketing and Finance

Graduated in Top 10% of Class

All Required Courses with the Appraisal Institute

Hobbies and Interest

Spending time with my husband, Dan, and two children, Trevor and Cassidy

Watching movies

Reading—especially historical fiction

Traveling

Weight lifting

Hanging out at her lake house in Waleska, GA