

## BUSINESS DEVELOPMENT EXPERT ♦ REAL ESTATE AND CORPORATE ATTORNEY ♦ INVESTMENT STRATEGIST

### *Proven Track Record of Managing Complex Business Transactions through Exceptional Leadership*

High-impact and accomplished business visionary with 25 years of experience in business management, consulting, and entrepreneurial execution. Analytical expertise with comprehensive real estate knowledge and proven reputation for improving fiscal operations, executing innovative solutions, and delivering superior growth results. Trusted advisor to executives, leaders, and clients for fostering project completion, alternate funding evaluations and development planning. Expert knowledge in relevant real estate trends, property solutions, and global management.

### CORE COMPETENCIES & AREAS OF EXPERTISE

Business Analysis & Budget Management • Partner and Business Relationships • Quality Assurance • Conflict Resolution • Contract Negotiations • Complex Project & Contract Management • Employee Development • Cost Reduction Measures • Product Development • Client Relations • Presentations & Seminars • Management Collaboration & Leadership Skills • Social Media and Internet Marketing • Capital Markets Strategist

### CAREER HIGHLIGHTS

- **Financial and Development Consultant for National Commercial Property Company:** Develops and assists in the acquisition, management and financial analysis of a national 15,000 unit real estate rental company.
- **Real Estate Developer Liaison with County and City Funding Programs:** Strategizes with development companies on how to utilize government programs to fund and enhance projects in targeted areas. Liaison with government program heads to implement developments that meet funding criteria and build ongoing relationships between government and developer.
- **Published Authority and Renowned Speaker in Real Estate Industry:** The Huffington Post and Forbes magazines have published her business efficiency articles. Quoted in Mortgage.org. Founder of My Guru Publishing, a national organization that consults thousands of distressed property owners, agents, and advocates. Host of Fox29 real estate Guru Show and guest speaker at various national real estate conventions and seminars. Featured writer for Palm Beach Woman's Magazine, National Association of Women in Real Estate Businesses, Women's Council of Realtors PB quarterly, YouTube, Twitter, Facebook, and LinkedIn expert with over 15K views on blog focused on business advice and success.

### PROFESSIONAL EXPERIENCE

**RENEE M. SMITH, ESQ. P.A.**, Aventura, FL  
**President**

2007–Present

Corporate Real Estate advisor, project planner and funding consultant for real estate investment companies involved in the creation of a rental pool and future investment vehicles including REITs. Large development strategist for new construction planning. Government and funding liaison.

**SMITH & ASSOCIATES TITLE SERVICES, INC.**, Aventura, FL  
**Owner and CEO**

2007–Present

Manage, negotiate and process distressed property settlements. Statewide residential/commercial closings Mortgages, assignments, notes and other financing alternatives. Real estate title examination, encroachment or exception resolution and insurance. Auditing over 300 transactions per year and \$500 million in real estate handled.

## PROFESSIONAL MEMBERSHIPS, ACHIEVEMENTS AND AWARDS

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Board Chair for Women with Access, National Association of Women in Real Estate and Business (NAWRB), 2013 • CO-President of Ellevate Miami Chapter • Board Chair for Honey Shine (A Mourning Family Charity) • Co-Sponsor with CDPE Realtor Board Events, 2012 • Moot Court Judge, University of Miami School of Law • Member of Florida Bar Quality of Life Committee • 11<sup>th</sup> Judicial Circuit & Dade County Bar Association recognition for Pro Bono work with Real Estate Indigent Clients • Federal Justice Clerk Northern District of Ohio and Southern District of Florida • Winner of Business Development Award, NAWRB, 2012

## PRESENTATIONS AND SPEAKING ENGAGEMENTS

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### Guest Appearances:

Genesis Global Radio on the Evolution of the Post 2007 Real Estate Market, 2013 • LVRadio with Glenn on the National Real Estate Market Trends, 2013 • Las Vegas Real Estate Radio Hour, 2012 • Hosted NAWRB 4 part Call4All series on Distressed Property Negotiations 2011 • Coldwell Banker Distressed Property Seminar 2012

### Speaking Engagements:

Las Vegas Women in Real Estate, 2013 • Short Sale Expo, Palm Desert, CA, 2013 • Inman Real Estate Connect, San Francisco, CA, 2012 • Five Star Convention Dallas, TX, 2012 • AAREA Conference, Chicago, IL, 2012 • REO Summit via Webinar, 2012 • Lorman Seminar on Florida Legislative Changes, 2012

## EDUCATION

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J.D. – **Cleveland Marshall School of Law**, Cleveland, OH

B.A., *Economics and Political Science* – **Case Western Reserve University**, Cleveland, OH

Licensed to Practice Law in the State of Florida 1997

## PRIOR CAREER EXPERIENCE

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**WALTON, LANTAFF, SCHROEDER & CARSON**, Miami, FL  
*Senior Litigation Counsel credited with starting real estate department*

**STILES TAYLOR & GRACE, P.A.**, Miami, FL  
*Senior Management and Litigation Attorney over 20 staff and associates including hiring, salaries, pension plans.*

**MILLENIUM IT THAILAND/CONSIGEN INTERNATIONAL**, Bangkok Thailand  
*Legal Liaison between U.S. and Thai Counsel during contract negotiations*

**DILLARDS** Cleveland, Ohio  
*Division Sales Manager over 35-40 employees and 10 million annual sales*

**NATIONAL CITY BANK**, Cleveland, Ohio  
*Financing Servicer for GM Ford Dealer Automobile Financing Floor Plans*

**IBM (International Business Machines Corporation)**, Cleveland, OH  
*Sales Large Equipment Government and Hospital Clientele*