

Resume for Betsy Weyer, Real Estate Broker

Real Estate Experience

*Windermere Real Estate, East-Yarrow Bay Kirkland Office 2007-Present

*Coldwell Banker Bain -Residential Real Estate Sales-Bellevue, Washington

1992-2007 Residential Listings and Sales

Consistent *International President's Circle* member. Coldwell Banker Top 8% designation.

*Chicago Title Insurance Company-Seattle, Washington

1980-1992

Increasingly more responsible and technical positions beginning with Title Searching; including Title Officer, Sales Account Executive and Escrow Officer/Limited Practice Officer.

Professional Certifications Earned

2011-*Certified Negotiation Specialist*

2001-*Previews Property Specialist*, national designation for successful education and practical experience in Luxury Home Market.

2000-*E-Pro Certified Internet Professional*, National Association of Realtors certification.

1997-*CRS/Certified Residential Specialist*, National Association of Realtors designation based on years of experience, transactions completed and completion of educational requirements.

Residential real estate's highest certification.

1996-*GRI/Graduate Realtor Institute*, National Association of Realtors Certification based on 90 hours of specified coursework. Designed to provide skills necessary to provide premier service to buying and selling clients.

1996-*Associate Broker*-Washington State designation. Earned based on experience, additional 90 hours required coursework and successful completion of State exam. *As of 2010, now Managing Broker title.*

1992-*Real Estate Salesperson Licensee*-Washington State basic real estate sales licensing designation. Completion of prescribed coursework and successful completion of State exam.

Professional & Community Activities

Board of Directors, Habitat for Humanity/East King County

Appointed member, Coldwell Banker Bain Agent Board of Directors 2000-2006

Treasurer, Boy Scout Troop 600 2005-2008

Member, Sacred Heart Parish Social Concerns Committee

Honored in 2007 with the Kirkland Kiwanis "Everyday Hero" award

Education

Accredited Real Estate Coursework, see attached

University of Cambridge International Summer School 2010

University of Washington: Seattle, Washington

BA Urban Planning, 1980

Lake Washington High School; Kirkland, Washington 1976

Honor Student and Girl of the Year Senior Class Award

Personal

My mission in Real Estate is to **Educate** you as to the local Real Estate Market and the process of buying or selling a home, to **Counsel** you as to the best approach for your specific situation, to **Negotiate** on your sole behalf for the best possible result and to **Follow-Up** with all necessary details to assure a smooth closing.

When I am not marketing or showing homes; I enjoy time with my family, gardening, skiing, reading and volunteering; including 6 trips to the Gulf Coast after Hurricane Katrina. I had the pleasure of living as an Ex-Pat in Cambridge UK in 2010 for 8 months.

Resume for Betsy Weyer (cont.)

Accredited Real Estate Coursework

2011	<ul style="list-style-type: none"> Certified Negotiation Expert (15 Hours) Property Record Research NWMLS (9 hours) Current Issues in WA Residential Real Estate Selling Skills 	2010	<ul style="list-style-type: none"> Licensing Brokerage Transition Forms and Current Legal Development National Ass'n of Realtors Code of Ethics Developing Referral Business The Environmental Movement in Real Estate Title Insurance and Escrow
2009	<ul style="list-style-type: none"> Current Issues in WA Residential Real Estate Title Insurance-They Can do What? 	2008	<ul style="list-style-type: none"> Legal Update Core Real Estate Issues National Ass'n of Realtors Code of Ethics
2007	<ul style="list-style-type: none"> How to List and Sell in Today's Changing Market Connect and Communicate Working Smarter to Benefit Your Client Raising the Bar in Real Estate Services Statewide Forms Update Legal Issues from Purchase to Closing 	2006	<ul style="list-style-type: none"> Tax Issues for Real Estate Agents Creating Value For Your Clients Title Insurance Coverage in Today's Market Real Estate Legal Issues from Sale to Closing Current Issues in Washington Residential Real Estate
2005	<ul style="list-style-type: none"> WAR Conference-Current Topics/Hotline Issues, Ethical Concerns 	2004	<ul style="list-style-type: none"> Washington State Core Topics-Environment, Fair Housing, Agency Law & Legal Updates
2003	<ul style="list-style-type: none"> Washington State Bar Association Fall Real Estate Conference <li style="padding-left: 20px;">Topics included Case Law & Statutory Update, Neighbor Disputes, Growth Management, Commercial Market Updates and Family Cabin Ownership Washington Association of *Realtors Conference <li style="padding-left: 20px;">Topics included Marketing, Code of Ethics Update & Business Management 		
2002	<ul style="list-style-type: none"> Legal Update 		
2001	<ul style="list-style-type: none"> Washington State Bar Association Fall Real Estate Conference <li style="padding-left: 20px;">Topics included Case Law & Legislative Update, Shoreline Management, New Construction Defect Disputes, Family Law, Agent Liability and Agent Ethics. Current Real Estate Technology Predatory Mortgage Lending Practices Internet Privacy Advanced Title Insurance Issues On-Line Real Estate Contracts 		
2000	<ul style="list-style-type: none"> E-Pro Internet Professional Practices Hot-Wired Homes-Technology in New Construction National Association of Realtors Code of Ethics Training 		
1999	<ul style="list-style-type: none"> University of Washington School of Law, Residential Real Estate Transactions Trusts, Probates and Bankruptcies Real Estate Litigation and Bankruptcy Issues 		
1998	<ul style="list-style-type: none"> Washington State Bar Association, "A Swiss Army Knife for Real Estate Practitioners" 		
1997	<ul style="list-style-type: none"> Graduate Realtors Institute, GRI 300 Business Development for the Residential Specialist Sales Strategies for the Residential Specialist Real Estate Agency Reform Act 		
1996	<ul style="list-style-type: none"> Graduate Realtors Institute, GRI 200 		
1995	<ul style="list-style-type: none"> Graduate Realtors Institute, GRI 100 Real Estate Brokerage Management Real Estate Law Personal Business Development 		
1994	<ul style="list-style-type: none"> Cooperation and Compensation Agency Law Buyer Agency Winning Strategies for Top Producers Developing a Marketing Game Plan Using Technology to Maximize your Bottom Line 		
1992	<ul style="list-style-type: none"> Real Estate Licensing Fundamentals 		
1990	<ul style="list-style-type: none"> University of Washington Extension, Commercial Real Estate Law 		
1988	<ul style="list-style-type: none"> Instructor; Bellevue Community College, Land Titles: Insurance and Clearance 		
1987	<ul style="list-style-type: none"> Advanced Real Estate Escrow 	1986	<ul style="list-style-type: none"> Real Estate Escrow
1985	<ul style="list-style-type: none"> Advanced Real Estate Loan Processing Real Estate Loan Processing 		
1984	<ul style="list-style-type: none"> Real Estate Finance 		

*As of early 2012, Betsy Weyer has shown her commitment to furthering her Real Estate knowledge by participating in **over 780 hours** of accredited Real Estate coursework, **in addition** to weekly in-house educational opportunities; National Association of Realtors, Windermere Symposium, Coldwell Banker and Certified Residential Specialist Educational Conferences. By keeping up-to-date with the rapidly changing fields of technology, client representation and marketing, Betsy is best able to represent her clients' interest in Real Estate Purchases and Sales!*

For More Details, see www.BetsyWeyer.com