

# Dr. Margot B. Weinstein, CEO, CIPS, TRC, AHWD, DTM

## Curriculum Vitae

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### CONSULTANT, REAL ESTATE LEADER, EDUCATOR

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#### EDUCATION AND CERTIFICATIONS

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**Doctor of Education**, May 1998

Northern Illinois University, DeKalb, Illinois

Interdisciplinary Degree: Adult and Continuing Education (Designing programs and Teaching Adults) and Counseling Adults in Business and in Real Estate

Dissertation titled: "Learning to Learn Strategies of Successful Real Estate Professionals: Implications for Continuing Professional Education" Chair: Dr. William Young.

*Magna cum laude*: GPA 3.94 out of 4.0

**Master of Arts in Psychology**, June 1997

National-Louis University, Evanston, Illinois

Thesis titled: "Needs Assessment of Re-entry Women College Students"

*Summa cum laude*: GPA 4.0 out of 4.0

**Master of Arts in Adult Education**, June 1994

National-Louis University, Evanston, Illinois

Concentration: Career changes for adults in business and real estate

*Summa cum laude*: GPA 4.0 out of 4.0

**Bachelor of Arts in Business Administration and Management**, June 1992

National-Louis University, Evanston, Illinois

Concentration: Business Management and Teaching Adults

Thesis titled: "Needs Assessment of Customers in an Apartment Complex"

*Magna cum laude*: GPA 3.96 out of 4.0

**Myriad of Certification and post graduate work and industry related courses:**

- **Commitment to Excellence (C2EX) Endorsement** from the National Association of REALTORS® empowers REALTORS® to evaluate, enhance and showcase their highest levels of professionalism, 2022.
- **At Home with Diversity Certification (AHWD)** by National Association of REALTORS®, 2019.
- **Certified International Property Specialist (CIPS)** and CIPS Network, National Association of REALTORS® (NAR) 2004 to present,
- **Transnational Referral Certification (TRC)** by International Consortium of Real Estate Associations (ICREA) at [www.Worldproperties.com](http://www.Worldproperties.com). 2005-to present.
- **Licensed REALTOR®** by NAR, 1982-to present; Active Broker 2011-to present
- **Licensed Real Estate Instructor for Continuing Education** in Illinois 2016-to present.
- Post-Doctoral Courses: In 2000 in Finland and Russia, by Northern Illinois University and the University of Helsinki, Interdisciplinary: International Education, Real Estate and Human Resource Development by professors Dr. John Neimi and Dr. Gene Roth, GPA 4.0 out of 4.0

- Licensed Real Estate Instructor for teaching courses (CE), Oklahoma City, OK.
- 2013 Certificate of Completion of Leadership 200 & 300 Training on Becoming a Leader, National Association of REALTORS®.
- Certificate of Completion of Workshop on Training as a Continuing Education for Adults for the Chicago Association of Realtors, July 2017.
- Earned the Distinguished Toastmaster (DTM) the highest achievement from Toastmasters International for completion of program on leadership development and speaking competences, June 2017.

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## AWARDS AND HONORS

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**Kappa Delta Pi International Honor Society in Education.** Initiated in 1998 at Northern Illinois University for excellence in the field of education and counseling as a doctoral student.

**2023 Distinguished Service Award, The American Real Estate Society (ARES).**

**2019 Scholar/Practitioner Award, American Real Estate Society (ARES) at conference in Arizona.**

**Platinum Award by the National Association of REALTORS®** for global efforts as director, Global Real Estate Council, Chicago Association of REALTORS®, 2015-2016.

**Silver Award by the National Association of REALTORS®** for global efforts as chair of the Global and Emerging Market Forum, Chicago Association of REALTORS®; Responsible to help create programs, acquire speakers and sponsors, and market events, 2014-2015.

**2019 Manuscript Award by the American Real Estate Society (ARES)** of the ARES best paper in education for Saginor, J., Weinstein, M.B., and Worzala, E., *The Influence of Changes in the Workplace on Graduate Real Estate Education?* Presented at the 2019 Conference in Arizona. **Winner of the 2019 ARES best paper in education.** *Journal of Real Estate Practice and Education* accepted 2019, forthcoming.

**2014 Manuscript Award by the American Real Estate Society (ARES)**, “Saginor, J., Weinstein, M.B., and Worzala, E., *“The Impact of the Great Recession on Graduate Real Estate Education: A survey of Programs after the Great Recession”* Paper presented at the 30th Annual Meeting of The American Real Estate Society (ARES), San Diego, California, April 1-5<sup>th</sup> 2014 Winner of the 2014 Best Paper in Education by the American Real Estate Society Conference (ARES), published by *Journal of Real Estate Practice and Education JREPE*, 2014, 17 (2), 87-109.

**2008 Manuscript Award by the American Real Estate Society (ARES)** "Bidder's Choice Cap Rate Auctions: A New Strategy for Selling Real Estate Portfolios" winner of the best paper in Education sponsored by Dearborn Financial Publishing and the Real Estate Education Association presented at the 2008 ARES conference written with Steven L. Good, CEO, Sheldon Good & Company LLC, and Jeffrey Fisher, PhD, Indiana University (published in *Journal of Real Estate Practice and Education (JREPE)*).

**2006 Manuscript Award by the American Real Estate Society (ARES) and Dearborn Education** for best paper in education, presented at the 2006 ARES conference with Dr. Chris Manning and Dr. Kala Seal, “How CEOs of Real Estate Companies Like to Learn,” designed from Dr. Weinstein’s leadership theory. Paper published in *Journal of Practice and Education JREPE* by the American Real Estate Society.

**Recognition and Book Endorsements by Mayor Richard M. Daley** for her work with children for ten years' service in his "Principal for a Day" Program" (PFAD) and for her books *Commercial Real Estate Career Education and Resource Guide* and *7 Steps to Find Your Perfect Career*.

**Recognized** for work with **Chicago Association of REALTORS® (C.A.R.) Education Foundation** in recognition of valuable contributions and commitment to C.A.R.:

- May 10, 2006, and May 5, 2005, from Chairperson John Vranus
- May 10, 2004, from Chairperson Robert Zoretich
- February 18, 2003, from Chairperson Millie Rosenbloom

**Received Good Neighbor's Award** in May 2001 from Chicago Association of REALTORS® (C.A.R.) as part of the development team of the Silver Oaks Affordable Housing Development for adults fifty-five and over in Aurora, Illinois. Honored at awards dinner on May 7; *Chicago Tribune* advertisement on May 13, 2001.

**Dissertation nominated** in June 1998 by Chairperson Dr. William H. Young and by Dr. Gene L. Roth for 1998 Distinguished Dissertation Award sponsored by the Council of Graduate Schools and University Microfilms International in social sciences. Title: "Learning to Learn Strategies of Successful Real Estate Professionals: Implications for Continuing Professional Education."

**Chapter** written in a book nominated for 2001 Book of the Year by the Academy of Human Resource Development: Weinstein, Margot B. "Strategies for Leaders for the New Millennium: A Case Study of Three Successful Real Estate Professionals." In *Effective Leadership Programs*, edited by Dr. F. Ashby. Birmingham, AL: American Society for Training and Development, 1999. In Action Series, 81-108.

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## PROFESSIONAL EMPLOYMENT HISTORY

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### **MW Leadership Consultants, CEO**

**2001-present**

### **International Consultant and Educator/Trainer/Speaker**

Dr. Weinstein founded **MW Leadership Consultants LLC** to help professionals learn the strategies and resources they need to land their ideal position and be successful in their professional lives. She specializes in teaching real estate, leadership strategies and career techniques. She has presented her programs to professionals at top universities, business organizations and associations throughout the United States and Europe, and her programs are used by professionals worldwide via the Internet. Few universities and organizations include: University of Chicago (Booth) Graduate School, Cornell University, DePaul University, Roosevelt University, University of Finland, PricewaterhouseCoopers, and National Association of REALTORS®. See details in CV below.

**Adjunct Professor, Columbia College Online for Real Estate Professionals in an MBA program 2021- to present. Evaluations 5 out of 5 for courses taught.**

**Broker Associate Metropolitan Real Estate Group Inc., IL**, Specializing in Luxury Sales and Rentals, Chicago's Gold Coast and Internationally **2010- to present.**

**Licensed Continuing Education (CE) Instructor in IL**, teach members of REALTORS® associations such as Chicago Association of REALTORS® and Mainstreet Organization of REALTORS® my accredited CE Course: Build a Successful International RE Business: At home or abroad. **2019-to present.**

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## ADDITIONAL EMPLOYMENT HISTORY

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**Visiting Professor, REALTOR® University's online MBA Program, the National Association of REALTORS®;** design and teach online graduate courses on "Marketing" and "Commercial Real Estate Portfolio Strategy." **2011 to December of 2020 when NAR closed university.**

**Adjunct Professor, Homburg-UWI Academy, Canada.** Design and teach in the undergraduate program "Understanding Global Real Estate Transactions," and "Real Estate and Capital Markets" **2011 to 2022.**

### **Vice President, Kingston Group, Inc., IL**

**1985-2010**

Kingston Group Inc. is a commercial real estate company based in Illinois. Over the years, the company has worked with all types of properties in the U.S. with a diverse, international customer and employee base. In 2001, Dr. Weinstein and CEO, Allan Weinstein, won a Good Neighbors' Award from the Chicago by Association of REALTORS® as co-developers of Silver Oaks, a Tax Credit Senior Housing Development in Aurora, Illinois. The company was also recognized as a leader in property management and international real estate transactions. The company maintains membership in the Institute of Real Estate Management (IREM), The Certified Property Manager (CPM), and the Certification International Property Specialist (CIPS) of the National Association of REALTORS® (NAR) as well as many other organizations.

**Property Types:** Rental apartments, tax credit senior housing, student housing developments, residential homes sites, small to medium size retail space, office space, and shopping centers.

**Expertise:** Property analysis, syndication, consulting, development of residential home sites, property management, sales, investor relations, marketing, training programs for a diverse audience, legal issues, technology, and business accounting.

#### **Administrative Experience:**

- Responsible for the direction of the development, management and sale of homes, apartments and office complexes located throughout the United States with international customer base.
- Write and communicate company mission, objectives, and policies to employees
- Prepare and oversee commercial leases for properties
- Prepare job descriptions and qualifications needed to fulfill positions
- Attract, hire, and supervise qualified managers and employees for sites
- Assist in syndication process of numerous real estate limited partnerships including acquisition, analysis, presentation, and investor relations
- Author annual report containing information on local, state, and national governmental laws relating to operation of business
- Collaborate with staff to establish marketing programs for sites.
- Design and implement incentive and reward systems for employees.
- Coordinate full-time and part-time staff to collaborate successfully with private companies
- Work with employees from diverse backgrounds to evaluate and improve programs to increase profitability.

#### **Training and Teaching Experience:**

- Design, teach and evaluate educational programs for employees
- Teach managers techniques to resolve conflicts and build successful teams
- Design and present workshops on various programs for field personnel on company policy and continued maintenance programs for properties
- Train employees to improve customer satisfaction.
- Instruct employees on proper presentation techniques to rent apartments.

#### **Technology Experience:**

[www.drmargotweinstein.com](http://www.drmargotweinstein.com)

- Responsible for maintaining updated computers and computer software programs to download and access all real estate contracts, documents, and pictures of properties from such sources as governments, lawyers, real estate leaders, etc.
- Train employees in administering computer software programs designed for real estate management reporting and accounting.

**Counseling Experience:** Counsel personnel on an ongoing basis to resolve employee and personal conflicts and Counsel employees individually and in groups on issues of career and life planning.

**Designer:** Created designs for exteriors and interiors of apartments and office complexes located throughout the United States:

- In 2001, designed community center and model apartments, Silver Oaks Affordable Housing Development, Aurora, IL
- In 2003, designed model apartments and offices, High Meadows Apartments, DeKalb, IL.

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## COURSES TAUGHT

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### UNIVERSITIES AND COLLEGES

- Commercial Real Estate and Sustainability
- Real Estate Finance
- Real Estate Management
- Real Estate and Capital Markets
- Case Studies in Real Estate Management: Introduction and advanced courses
- Principles in Marketing Real Estate: Introduction and advanced courses
- Global Real Estate Transactions
- Distressed Real Estate Opportunities and Challenges---Workouts, Foreclosures, REO, Short Sales, Bankruptcy, and Auctions
- Fundamentals for Investing in Commercial Real Estate
- Investing in Residential Real Estate
- Property Management
- Adult Learning Assessment Seminar
- Career Education and Assessment
- Case Studies in Real Estate Auctions Including:
  - Cap Rates in the Auction Process: Residential Properties
  - Real Estate Auctions in High-End Residential Properties
  - Real Estate Auction Process in Commercial Properties
  - Chapter 11 Bankruptcy Procedures in the Auction Process: Finance and Legal Implications

### ADDITIONAL TEACHING EXPERIENCE

- Case in Real Estate Management, Columbia College Online, from 2021-to present.
- Commercial Real Estate and Sustainability: Video course designed for Dr. Michael Seiler's students at William & Mary College, 2022.
- Global Real Estate Transactions, Homburg Institute, Canada, 2015-2019.
- Adjunct Professor, Seagull Institute, Roosevelt University, design and instruct students in International Marketing, 2015.
- Adjunct Professor, Roosevelt University; taught graduate students in Management, Marketing, and Information Systems of Commercial Properties, 2014-2015.
- Career Advisor to students and graduates of several universities including: the University of Chicago, John Marshall Law School, and Cornell University, 1999-2007.

- Professional Advisor, DePaul University's B.A. program in the School of New Learning, Chicago, Illinois, Mentor, and advisor to students to succeed in the program, sits on student committees and assesses work toward their graduation, 1999-2007.
- Adjunct Professor, John Marshall Law School, Legal Case Studies using Auctions; Business and Finance
- Case Studies, Bankruptcy Procedures 2009. And "Developing Your Professional Portfolio: Strategies to land your ideal position, John Marshall Law School, 2008.
- Adjunct Professor and Career Advisor, Cornell University, taught Industry Leadership Seminar titled "Lessons in Leadership," and co-taught International Communication course 2007; continues to be career advisor to students.
- Adjunct Professor, Real Estate Program, Graduate School of Business, University of Chicago, 2007.
- Career Advisor, University of Chicago Graduate School of Business. Taught students via teleconference. Course also available through career services on CD-ROM titled: "Professional Portfolio Development."
- Taught course, "Ten Steps to Building a Portfolio in Real Estate," to employees at Lucent Technologies Conference in Schaumburg, IL, October 2003.
- Taught a course, "CEO Evangeline Gouletas on Training Strategies to Eliminate Employee Turnover," for the Chicago Chapter of the American Society of Training and Development, at Equity Office, Chicago, IL, August 19, 2003.
- Taught a course, "7 steps to Find Your Perfect Career" for the Chicago Chapter of the American Society of Training and Development, at Career Development Seminar at Robins Campus of Roosevelt University in Schaumburg, IL May 10, 2003.
- Visiting Professor, DePaul University's School of New Learning, Chicago, IL, Taught Learning Assessment Seminar; the first course for students entering the B.A. program. Instructors are required to attend at least one training session per year so that they can assess students' skills and abilities for acceptance into the program. Currently serves as Professional Advisor to the program, 1998 to 2000.
- Visiting Professor, Northern Illinois University, for Dr. William H. Young in Department of Adult Continuing Education Program on Leadership, DeKalb, IL, 1999.
- President, Belle Consultants, Inc., 1980-2004, a private practice that provided counseling, consulting, training, and mentoring to administrators, educators, human resource professionals, business leaders, employees, and other adults on a variety of issues related to school and work.
- Teacher/Counselor, The Joy of the Game, Deerfield, IL, 1994-2003.
- Teacher/Counselor, Rising Stars Camps, Deerfield, IL, 1994-2003.

#### **COURSES TAUGHT FOR ORGANIZATION AND ASSOCIATIONS**

- Build a Successful International Real Estate Business
- Business Writing and Publishing: Learn to write for academic and business publications.
- Building a Successful International Real Estate Business at Home or Abroad
- Lessons in Leadership: 12 Strategies for Success in a Global Business Environment
- Women's Leadership Strategies
- Communication Techniques for Success in International Real Estate Business
- Mentoring Adults and Students for Career Success
- Networking Strategies of the Pros: Face-To-Face and Social Networking Techniques
- Top Ten Marketing Mistakes Professionals Make and How to Avoid Them
- Marketing Techniques to Grow Your Business in a New 2.0 Generation
- Techniques to Land your "Ideal Position" Regardless of the Economy
- Develop Your Professional Career Portfolio: A Critical Tool for the 21<sup>st</sup> Century Career
- Exceeding Customer Demands: Customer Service in a New Age
- Training Your Employees: 16 Strategies to Teach and Inspire Employees
- Build Your Business Fast Boot Camp.

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## PUBLICATIONS: BOOKS AND CHAPTERS IN BOOKS

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**Weinstein, M.B (2021).** Chapter on Russian history and real estate practices with a Russian recipe in the International Real Estate Cookbook with real estate practices around the world, Chicago Association of REALTORS® Global Council, Chicago Association of REALTORS®, forthcoming.

Weinstein, M.B. (2015). *Real Estate Success: 12 Leadership Strategies to Make Money Regardless of the Global Economy*. Chicago, IL. MW Leadership Consultants LLC. The book includes strategies, tools, and resources to succeed in global real estate business along with interviews with twenty-eight leaders including: Peter Roberts, CEO, Jones Lang LaSalle-Americas; Barbara Corcoran, Corcoran Group & Real Estate Consultant on shows including Larry King and NBC's "Shark Tank;" Dr. Yea, Beijing, China, and many others. These interviews are from leaders across the globe in all types of real estate areas. Book has been used in an undergraduate course by Dr. Elaine Worzala, at College of Charleston, Charleston, S.C., Book Available: [www.drmargotweinstein.com](http://www.drmargotweinstein.com) and [www.Amazon.com](http://www.Amazon.com).

Weinstein, M. B. with N. Miller, Ph.D. Second Edition, (2009) *Commercial Real Estate Career Education and Resource Guide*. North Palm Beach, FL: The Homer Hoyt Institute. The Resource Guide contains career stories from interviews by Dr. Weinstein with Sam Zell, Ronald Kaiser, Dr. Daniel Kohlhepp, Arthur Adler, Marshall Bennett, Gerald W. Fogelson, E. René Frank, Steven Good, Daniel Goodwin, Dr. Peter Linneman, Dale Reiss, David Simon, Nancy Suvarnamani, and Ruth Theobald. In bookstores with information available at [www.hoyt.org](http://www.hoyt.org), [www.real-jobs.com](http://www.real-jobs.com), [www.amazon.com](http://www.amazon.com), or [www.drmargotweinstein.com](http://www.drmargotweinstein.com).

\_\_\_\_, Leadership Strategies of Successful CEOs. (2006) eBook, MW Leadership Consultants LLC. Contains Dr. Weinstein's course on leadership, LQ Text (Leadership Quotient Test) developed by Dr. Weinstein along with case studies available [www.drmargotweinstein.com](http://www.drmargotweinstein.com).

\_\_\_\_ with N. Miller, Ph.D. *Commercial Real Estate Career Education and Resource Guide*: First Edition North Palm Beach, FL: The Homer Hoyt Institute, 2006. The Resource Guide contains career stories from interviews by Dr. Weinstein with Sam Zell, Arthur Adler, Marshall Bennett, Gerald W. Fogelson, E. René Frank, Steven Good, Daniel Goodwin, Peter Linneman, Dale Reiss, David Simon, Nancy Suvarnamani, and Ruth Theobald. Available at [www.amazon.com](http://www.amazon.com), [www.hoyt.org](http://www.hoyt.org) or [www.drmargotweinstein.com](http://www.drmargotweinstein.com).

\_\_\_\_ 2008 second edition "*7 Steps*" *Career Workbook*, a companion to the top-selling career book, *7 Steps to Find Your Perfect Career: A Practical Career Guidebook with Interviews from Very Successful People*, Authorhouse, 2008. Available at [www.drmargotweinstein.com](http://www.drmargotweinstein.com). Available at Amazon.com.

\_\_\_\_ "*7 Steps*" *Career Workbook*, a companion to the top-selling career book, *7 Steps to Find Your Perfect Career: A Practical Career Guidebook with Interviews from Very Successful People*. Chicago, IL: MW Leadership Consultants, LLC, 2006. Available at [www.drmargotweinstein.com](http://www.drmargotweinstein.com). Will be available at Amazon.com.

\_\_\_\_ Complete package of *7 Steps to Find Your Perfect Career* book with "*7 Steps*" *Career Workbook* and e-books of each. Chicago, IL: MW Leadership Consultants, LLC, 2006. Available at [www.drmargotweinstein.com](http://www.drmargotweinstein.com).

\_\_\_\_ *Training From the Top: CEO Evangeline Gouletas Shares Her Strategies to Increase Learning and Decrease Turnover*. Chicago, IL: MW Leadership Consultants, LLC, 2006. Available at [www.Amazon.com](http://www.Amazon.com) and [www.drmargotweinstein.com](http://www.drmargotweinstein.com).

\_\_\_\_ "*Leadership Strategies of Millionaire Businesswomen*." Chicago, IL: MW Leadership Consultants, LLC, 2006. Available at [www.drmargotweinstein.com](http://www.drmargotweinstein.com) and available soon at Amazon.com.

\_\_\_\_ "*Insider's Secrets on Getting Published*." Chicago, IL: MW Leadership Consultants, LLC, 2006. Available at [www.drmargotweinstein.com](http://www.drmargotweinstein.com) and available soon at Amazon.com.

—— *7 Steps to Find Your Perfect Career: A Practical Career Guidebook with Interviews from Very Successful People*. Chicago, IL: MW Leadership Consultants, LLC, 2005. Used to teach online courses for University of Chicago Graduate School of Business. Available at [www.drmargotweinstein.com](http://www.drmargotweinstein.com) and [www.Amazon.com](http://www.Amazon.com).

—— “Developing A World-Renowned Consulting Business: Linneman Associates.” In *Building a Successful Consulting Practice*, edited by Patricia Pulliam Phillips. Alexandria, VA: American Society for Training and Development, 2002. In Action Series, 143-157.

—— “Using Innovative Training Methods to Retain Key Employees at Cité Fine Dining.” In *Retaining Your Best Employees*, edited by Patricia Pulliam Phillips. Alexandria, VA: American Society for Training and Development, 2002. In Action Series, 113-134.

—— “Mentoring Adult Students for DePaul University.” In *Creating Mentoring and Coaching Programs*, edited by Linda Stromei. Birmingham, AL: American Society for Training and Development, 2001. In Action Series, 93-105.

—— “Strategies for Leaders for the New Millennium: A Case Study of Three Successful Real Estate Professionals.” In *Effective Leadership Programs*, edited by Dr. F. Ashby. Birmingham, AL: American Society for Training and Development, 1999. In Action Series, 81-108.

—— “Continuing Education in the Real Estate Profession.” In *Continuing Professional Education in Transition: Visions for the Professions and New Strategies for Lifelong Learning*, edited by Dr. W. H. Young. Malabar, FL: Krieger, 1998. 283-306.

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## PUBLICATIONS: REFEREED

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Saginer, J., Weinstein, M.B., and Worzala, E., The Influence of Changes in the Workplace on Graduate Real Estate Education? Presented at the 2019 Conference in Arizona. **Winner of the 2019 ARES best paper in education.** *Journal of Real Estate Practice and Education* accepted 2019, forthcoming.

Dermisi, S. and Weinstein, M.B., “Sustainability and Innovation in one university: Roosevelt University’s Vertical Campus in Chicago” forthcoming, *Journal of Sustainable Real Estate*, 2017.

Saginer, J., Weinstein, M.B., and Worzala, E., “Graduate Real Estate Education: A Survey of Programs after the Great Recession.” Paper Presented at the 30th Annual Meeting of The American Real Estate Society (ARES) San Diego, California, April 1-5<sup>th</sup> 2014, **Winner of the 2014 Best Paper in Education** by ARES. Published by *Journal of Real Estate Practice and Education* (JREPE), 2014, Vol. 17 (2): 87-109.

Weinstein, M. B., Harrison, D.M., Seiler, M.J. “How to Resolve a Chapter 11 Bankruptcy Involving Distressed Real Estate Assets. *The Journal of Real Estate Practice and Education* (JREPE), by the American Real Estate Society (ARES), Vol. 16, (2) 2013, 161-197.

Tu, C., Weinstein, M. B., Worzala, E. and Lukens, L. “Elements of Successful Graduate Real Estate Programs: Perceptions of the Stakeholders.” *The Journal of Real Estate Practice and Education* (JREPE), by the American Real Estate Society (ARES) 12 (2), 2009, 105-122.

Stanley, K, PhD. & Weinstein, M. B., Good, S. L., Bezik, M., (2009) “Hi Tide on Cat Cay,” *Journal of Case Incidents* (JCI), Society of Case Research. Vol 2, 65-78.

Weinstein, M. B., EdD. Good, S.L., CO, and Fisher, J., PhD. (2009, JREPE) winner of the **2008 Manuscript Award** from the **American Real Estate Society (ARES)** “Bidder’s Choice Cap Rate Auctions: A New Strategy for Selling Real Estate, in *Journal of Real Estate Practice and Education* (JREPE). Vol. 12 (1), 57-80.

Worzala, E, Ph.D. (November 2008) “Graduate Real Estate Programs: Past, Present and Trends for the

Future.” *Journal of Real Estate Literature*, American Real Estate Society. Vol. 16, (3), 387-413.

Weinstein, M.B., Good, S. L.; Stanley, K. & Bezik, M., “Alcoa’s Real Estate on Sale: Auction of non-distressed properties.” In *Journal of Case Incidents (JCI)*, (2008) Rhee, K.S., Edi. Vol. 27, 78-94, ISSN. 1939-1969.

\_\_\_\_\_, Manning, C. PhD. and Seal, K. PhD, “How CEOs of Real Estate Companies Like to Learn.” November 2007. Designed from Dr. Weinstein’s leadership theory. In *Journal of Practice and Education*. San Francisco, CA: American Real Estate Society. **Winner of 2006 American Real Estate Society Manuscript Award** in education. Published in the *Journal of Real Estate Practice and Education (JREPE)*

\_\_\_\_\_, Worzala, E., PhD. “Graduate Real Estate Education Past Present and Future. Paper Published in the *Journal of Real Estate Practice and Education (JREPE)*” Conference Proceedings, American Real Estate Society, San Francisco, CA, April 2007.

Weinstein, M.B. “Adult Learning Principles and Concepts in the Workplace: Implications for Training in HRD.” February 2005. Paper part of Adult Learning and HRD Symposium. ERIC Clearinghouse #ED474288.

\_\_\_\_— “Examination of Outsourcing HRD Using the Dirkx and Austin Model: Implications for CPE.” In Preconference Proceedings for CPE, Academy of Human Resource Development, Estes Park, CO, February 2005, edited by Tonette Rocco and Jasper Van Loo.

\_\_\_\_\_, Worzala, E., PhD. “Graduate Real Estate Education: Past, Present, and Future. Paper Published in the *Journal of Real Estate Practice and Education (JREPE)*” Conference Proceedings, American Real Estate Society, San Francisco, CA, April 2007.

Weinstein, M.B. “Roundtable Research in Progress: Research Model Can Improve Practice: Outsourcing HRD.” Academy of Human Resource Development Conference Proceedings, Indiana University, IN, March 2007.

\_\_\_\_ Steven L. Good. “Case Study: Auction Alcoa.” Refereed Conference Proceedings, MBAA International, Drake Hotel, Chicago, IL, March 2007.

\_\_\_\_\_, Young, W.H. EdD., “Characteristics Orientation of Emerging Professions: Implications for Research, Policy and Practice of Continuing Professional Education.” ERIC Clearinghouse #ED474324.

Weinstein, M. B. “An Investigation of CEOs’ Learning Experiences: Implications for Leadership Training.” ERIC Clearinghouse #ED482286.

\_\_\_\_\_, Understanding Characteristics of Emerging Professions: Implications for Improving Continuing Professional Education.” In Preconference Proceedings for CPE, Academy of Human Resource Development, February 2004, edited by Tonette Rocco and Jasper Van Loo.

\_\_\_\_\_, Young, W. H., “Do Online Programs Serve the Adult Learner? Issues for Continuing Professional Education.” In *Proceedings of Human Resource Development*, February 2003, edited by S. A. Lyntham. Minneapolis, MN: AHRD, 287-294.

Weinstein, M.B., “Learning Experiences of CEOs: Implications for Leadership Training.” In *Proceedings of Academy of Human Resource Development*, February 2004, edited by S. A Lyntham. Austin, TX: AHRD, 27-2.

\_\_\_\_\_, Young, W.H., EdD. “Characteristics of Emerging Professions: Implications for Improving Continuing Professional Education.” In *Proceedings of the Academy of Human Resource Development*, edited by T. M. Egan. Honolulu, HI: AHRD, March 2002, 262-269.

Weinstein, M.B. “Adult Learning Principles and Concepts in the Workplace: Implications for Training Human Resource Development (HRD).” In *Proceedings of the Academy of Human Resource Development*, March 2002, edited by T. M. Egan. Honolulu, HI: AHRD, 869-876.

—— “A Systems Model of How Real Estate Professionals Learn to Learn: Implications for Providing Educational Excellence for Professionals for the New Millennium.” *Proceedings in Adult Education and Research*, August 2000. Lahti, Finland: University of Helsinki, and Northern Illinois University. 266-277.

—— “Advice from an Expert: 33 World-Class Competencies Trainers Need to Succeed in the New Millennium.” *The Journal of Training and Development* May 2000. Birmingham, AL: American Society for Training and Development. 20-23.

—— “Learning to Learn Strategies of Successful Real Estate Professionals: Implications for Learning in the Workplace.” In *Proceedings of Academy of Human Resource Development*, March 1999, edited by K. Peter Kuchinke. Alexandria, VA: AHRD, 903-908.

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## PUBLICATIONS: NON-REFEREED

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Weinstein, M.B. “Commercial Real Estate and Sustainability”: Video course designed for Dr. Michael Seiler’s students at William & Mary College, 2022.

\_\_\_\_, “My Teaching Philosophy for Adults: Principles in the Design, Delivery and Evaluation of Traditional and Online Programs,” Social Science Research Network (SSRN), id3015662, August 2017.

\_\_\_\_, The Transaction Process in “Doing Business with our Neighbor to the North” Chicago REALTOR® Magazine, Chicago Association of REALTORS®, Vol.26, 22-23, summer 2017.

\_\_\_\_, “Doing Business with Canadians in the United States or Canada?” Global Real Estate Council’s E-Newsletter, Chicago Association of REALTORS®, April 2017, <https://chicagorealtor.com/canada-u-s-real-estate-transaction-process>.

\_\_\_\_, “Seven Factors to Build an International Real Estate Business,” Global Real Estate Council Newsletter, Chicago Association of REALTORS®, January 2017.

\_\_\_\_, “Face-to-Face Business Networking Techniques: The Six Keys to Networking at Real Estate Conferences Contributed by CO-Chair of ARES JOB Placement, newsletter to doctoral candidates, American Real Estate Society, March 2017.

Interviewed by Elaine Misonzhnik for article University “Programs Try to Help Women, Minorities Rise through CRE Ranks” *National Real Estate Investor*, Jul 3, 2013, online **National Real Estate Investor**. <http://nreionline.com/property-management/university-programs-try-help-women-minorities-rise-through-cre-ranks>.

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- \_\_\_\_ “Affordable Real Estate Marketing: 7 Step writing process.” Broker Agent Speakers Bureau Online Newsletter, June 2009, and available [www.drmargotweinstein.com](http://www.drmargotweinstein.com)
- \_\_\_\_ December 2008, “Mayor Daley Ask Leaders to Inspire Chicago’s School Children.” PFAD Newsletter. Available [www.drmargotweinstein.com](http://www.drmargotweinstein.com).
- \_\_\_\_. “Habits of Real Estate Superstars,” Broker’s Agent Speaker’s Bureau Newsletter, 1-3,
- \_\_\_\_. “8 Habits of Real Estate Superstars to Make Money in 2008” Active Rain.com, Broker’s Agent Speakers Bureau e-newsletter, also available [www.drmargotweinstein.com](http://www.drmargotweinstein.com) ,
- \_\_\_\_. “Strategies to Make Money in a Slower Market.” *Broker Agents Speakers Bureau Newsletter*, 2007, 1-2.
- \_\_\_\_ “How to make money in a Slower Market: Interview with Dagmar Sands,” on FIABCI’s web site, Real Estate International, and at [www.drmargotweinstein.com](http://www.drmargotweinstein.com) under current articles.
- \_\_\_\_ “Betty Milam, Chicago’s International Expert at American Invsco.” Cover story, *Real Estate Executive*, May 2007. 4-8.
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- \_\_\_\_ “Dr. Weinstein’s 7 Strategies for Success in Real Estate in 2007.” *Real Estate Broker News*, January 2007.
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- \_\_\_\_ “Robert Zoretich: Soaring to New Heights.” *Real Estate Executive*, July 2006.
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- \_\_\_\_ “CEO David Hill, Kimball Hill Homes, on Future Home Building Trends.” *Chicago REALTOR® Magazine*, February 2006.
- \_\_\_\_ “Nancy Suvarnamani, President, Century 21 S.G. R. & 122<sup>nd</sup> President, Chicago Association of REALTORS®: A Leader Who Thrives on Excellence.” Cover story, *Real Estate Executive*, January 2006. <http://www.nancyfortreasurer.com/Exclusive.pdf>.
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- \_\_\_\_ “Leaders Celebrate Success of Chicago School of Real Estate.” *Chicago REALTOR® Magazine*, January 2006.
- \_\_\_\_ “How to Be Successful in Your Career,” excerpt from *7 Steps to Find Your Perfect Career*, in *Leadership Excellence Magazine*, January 2006. Published by Warren Bennis, Ken Blanchard, and Stephen Covey.
- \_\_\_\_ “Peter Roberts: Real Estate Forecast after Katrina.” *Chicago REALTOR® Magazine*, December 2005.

—— “CEO Steve Good: How to Make Money Doing Something You Love.” *Executive Newsletter Six Figure Jobs*, August 2005. Vol. 3. Available online at <http://www.6figurejobs.com>.

—— Interview with Tony Bingham, President, and CEO of ASTD, on “The Future of Workplace Learning and Performance.” *Training Today*, summer 2005. 3-6. Available online at <http://www.eep2.com/images/PE0106>.

—— “From Adversity Come Lessons in Customer Service: The Gerald Fogelson Forum Featuring Isadore Sharp of the Four-Season Hotels and Resorts.” *Midwest Real Estate News*, May 2005.

—— “Margie Brooks, Baird & Warner, Talks About Success in Real Estate.” Cover story, *Real Estate Executive*, May 2005.

—— Steven L. Good. “The Auction Advantage: Innovative Corporate Real Estate Portfolio Sales.” *Corporate Real Estate Leader*, March 2005. Vol. 4 (2), 54-58.

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—— “What’s Hot– What’s Not: Changes in Real Estate After the 2004 Election, from interviews with Steven Fifield, founder and head, Fifield Companies.” *Chicago REALTOR® Magazine*, January 2005.

—— “Real Estate Trends After the 2004 Election, from interviews with Daniel L. Goodwin, Chairman & CEO, Inland Real Estate Group.” *Chicago REALTOR® Magazine*, January 2005.

—— “FIABCI Award named after René Frank: ‘Creating Homeownership across the Globe: ‘René Frank FIABCI Award for Improvement of Slums’ September 2004. Published online by Metropolitan Association of Realtors at <http://www.mlsgateway.com/Docs/Links.aspx>.

—— “J. Paul Beitler on His Career: Beitler Company.” *Chicago REALTOR® Magazine*, September 2004. 1-8.

—— “Essay Contest Supports Mayor Daley’s Efforts to Make a Difference in Children’s Lives.” *Chicago REALTOR® Magazine*, August 2004. 7.

—— “FIABCI’s World Congress gives René Frank Habitat Award: Building Housing for the Poor.” *Chicago REALTOR® Magazine*, July 2004.

—— “24-Hour Cities: Top Investments for 2004.” *Chicago REALTOR® Magazine*, January 2004. 17-18.

—— “Eugene Golub Discusses His Career and Doing Business Internationally.” *Chicago REALTOR® Magazine*, December 2003. 15.

—— Book Review of *Churches, Jails, and Gold Mines...Mega-Deals from a Real Estate Maverick*, by Steven Good. *Midwest Real Estate News*, November 2003. 10.

—— “Essay Winners Learn– There’s No Place Like Home,” *Chicago REALTOR® Magazine*, October 2003. 1, 12.

—— Book Review of *Protokol* by Eugene Golub. *Chicago REALTOR® Magazine*, September 2003. 12.

—— “Chicago and Baird & Warner Launch a New Residents Resource Guidebook: Clarence Wood and John Baird Discuss the Directory.” *Chicago REALTOR® Magazine*, April 2003. 6.

—— “Good Deals Make Good Neighbors: Ronald Shipka, Sr., Bruce Fogelson and Anita Bundze Discuss Chicago Association of REALTORS “Good Neighbor Awards.” *Chicago REALTOR® Magazine*, March 2003. 1, 12.

- \_\_\_\_\_. “Good discusses Creating Partnerships, Networking and Education Benefits of International Group.” *Chicago REALTOR® Magazine*, February 2003. 6, 10.
- “Essay Contest Teaches Children About the American Dream of Home Ownership.” *Chicago REALTOR® Magazine*, January 2003. 1, 12.
- “Keynote Speaker Dr. Peter Linneman Celebrates Success of the Chicago School of Real Estate.” *Chicago REALTOR® Magazine*, November 2002. 1, 5.
- “Part II: Norman Bobbins on Trends in the Banking Industry. *Chicago REALTOR® Magazine*, July 2002. Available online at [www.drmargotweinstein.com](http://www.drmargotweinstein.com).
- “Part I: Norm Bobbins on Trends in the Banking Industry. *Chicago REALTOR®*, June 2002. 4.
- “Doing Business Globally in 2002: Trends in Luxury Real Estate.” *A Guide to Global Real Estate*, spring 2002, Unique Homes and FIABCI (The International Federation of Real Estate Professionals), 2-3.
- “REALTOR® Code of Ethics: The Promise of Professionalism.” *Chicago REALTOR® Magazine*, February 2002. 2, 8.
- “REALTORS® Increase Their Business through CIPS: Candidates Discuss the Certified International Property Specialist Designation.” *Chicago REALTOR® Magazine*, January 2002. 2, 11.
- “One on One with Evangeline Gouletas.” *Chicago REALTOR® Magazine*, July 2001. 2, 11.
- “One on One with Steven L. Good.” *Chicago REALTOR® Magazine*, July 2001. 2, 13.
- “Classes Begin This Fall at the Chicago School of Real Estate at Roosevelt University.” *Chicago REALTOR® Magazine*, July 2001. 1, 5.
- “Gerald Fogelson and Marshall Bennett Establish Real Estate School at Roosevelt.” *Midwest Real Estate News*, July 2001. 1, 13.
- “Part II of Series: An Interview with Sam Zell.” *Chicago REALTOR® Magazine*, February 2001. 1, 5, 10. Available at [www.drmargotweinstein.com](http://www.drmargotweinstein.com).
- “An Interview with Sam Zell: Real Estate’s Michael Jordan; Part I.” *Chicago REALTOR® Magazine*, January 2001. 1, 5. Available [www.drmargotweinstein.com](http://www.drmargotweinstein.com).

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## VIDEO INTERVIEWS PUBLISHED

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Video Interview with Dan Lev, Chairman and CEO, Belgravia Group, forthcoming.

Video Interview with Elaine Worzala, PhD. Associate Dean of The School of Business, Executive Director and Professor, Carter Center, College of Charleston, Charleston, S.C., for MBA Program, National Association of Realtors® (NAR). April 28, 2014.

Video Interview with Sheldon Good, founder and CEO, Sheldon Good Auctions,  
<https://www.youtube.com/watch?v=cESquQeTpEw>.

Video Interview, with Dagmar Sands, CEO, Real Estate International Inc., Atlanta, Georgia, for MBA Program, National Association of Realtors® (NAR). 2013.

Video Interview with Ginger Downs, CEO, Chicago Association of Realtors, (CAR) for MBA Program, National Association of Realtors® (NAR). 2013.

Video Interview with J. Paul Beitler, CEO, Beitler Real Estate Services, Chicago, IL., for MBA Program, National Association of Realtors® (NAR), 2013.

Video Interview on Global Real Estate Strategies with Sharon K. Young, CEO, S. K. Young and Associates and President FIABCI-USA, <http://www.youtube.com/watch?v=Z0YP4PjQFIU>.

Video Interview Dr. Margot Weinstein's interview with Margaret Carlson, Koenig and Strey, Luxury Real Estate <http://youtube.ng/watch?v=DKj3rFgSPys>.

Video: Dr. Margot Weinstein's professional background on Signature Series Commercial Speakers' Bureau, for the Commercial Alliance (RCE) National Association of REALTORS, <http://www.hprar.com/Members/RCAHome.htm>.

Video Interview with Dagmar Sands, CEO, Real Estate International, Atlanta, Georgia and 2007 FIABCI USA President, on October 1, 2007, Published online by [www.drmargotweinstein.com](http://www.drmargotweinstein.com) and short video excerpt available FIABCI, and you tube. <https://www.youtube.com/watch?v=SbVnJqr6Sxg..>

Video: Steven L. Good, CEO, Sheldon Good & Company, Interview on career success. Available on <http://www.youtube.com> and Dr. Margot Weinstein's Web site. [www.drmargotweinstein.com](http://www.drmargotweinstein.com).

Video: Dr. Margot Weinstein's professional background on Broker Speaker's Bureau contact: <http://www.brokeragentspeakers.com>.

Video Interview with Owen Gwyn, Chairman & CEO GeoCorp, and 2006 World President FIABCI, On his career, September of 2005. Published online by Metropolitan Association of Realtors at <http://www.mlsgateway.com/Docs/Links.aspx>

Video Interview with René Frank on his career. He was chair of the: Global Housing in Partnership with the UN. September 2005. Published online by International Real Estate Federation –FIABCI-USA <https://www.youtube.com/watch?v=g6PiO4AogPE&feature=youtu.be>.

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## **MANUSCRIPTS CIRCULATED; NOT PUBLISHED: (USED IN TEACHING)**

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Weinstein, Margot B., 1991. *How to Live with a Family Member Who Has Alzheimer's*. A 160-page research book that included a science paper on Alzheimer's disease, as well as interviews with father-in-law, and all his medical records from Presbyterian-St. Luke's Hospital. Printed with his permission.

— 1984. *How to Organize Teachers, Parents, Students and Community Members to Take Action on Physically Abusive Coaches*. A 185-page research book written from interviews with son Aaron Weinstein, who received a concussion from a physical education teacher in School District 108 in Illinois, as well as interviews with students, parents, teachers, medical people and administrators from the school district.

— 1976. *Reaching the Complete Child: How to Work Successfully with Children Who Have Learning Disabilities*. A 211-page research book written on meningitis from information about son Mike Weinstein's experience with meningitis, and interviews with children, educators, medical personnel, and administrators, as well as research on the disease and the policies affecting children with learning disabilities in Illinois.

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## PRESENTATIONS AT ACADEMIC CONFERENCES

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Dr. Weinstein has attended hundreds of conferences and has been a featured speaker and volunteer leader at numerous national and international conferences in real estate and related industry conferences including the American Real Estate Society (ARES), Distinguished Real Estate Instructors (DREI), Commercial Real Estate Women (CREW), FIABCI International, Human Resource Development (HRD), American Society of Training and Development (ASTD), Toastmasters International, Commercial Real Estate Women (CREW), FIABCI International. In addition, I have done numerous presentations at in-house and regional workshops (details available upon request).

Chair, Americas, Dr. Lawrence Yun, Chief Economist, Global Economy Video Conference, Chicago Association of REALTORS®, 2022.

Chair, Christopher Groesbeck, Architect, FIABCI-Chicago-Midwest Council, Video Conference, April 2021.

Chair, Paper session on education, American Real Estate Conference, April 2019.

Presented on Career Panel, American Real Estate Conference at Arizona, April 2019.

Paper presented at the American Real Estate Society Conference at Arizona, April 2019.

Presented on panel about mentoring programs at Toastmasters International Spring Conference, 2017.

Presented over seventy presentations to Toastmaster International Groups, Earned the Distinguished Toastmaster (DTM) the highest achievement from Toastmasters International for completion of program on leadership development and speaking competences, 2013-2017.

Keynote speaker, Real Estate Leaders in Education, Distinguished Real Estate Instructors (DREI) Conference, 2010.

Presented on Panel on “Developers on the Brink: Work-Outs; Foreclosures, and Reinvention,” American Real Estate Society Conference (ARES), Naples FL, April 15, 2010, on Panel of Industry Professionals, Chair, Margaret McFarland, JD.

Presented paper “Chapter 11 Bankruptcy Procedures via auctions: Case Study” American Real Estate Society Conference (ARES), Naples FL, April 15, 2010.

Presented “Selling Distressed Real Estate using Chapter 11 Bankruptcy Procedure via Auctions: United Homes Case Study” written with Celeste Hammond, JD, John Marshall Law School at the American Real Estate Society Conference (ARES), Naples, FL., April 14-17, 2010.

Co-presented a paper written with Charles Tu, PhD, Elaine Worzala, PhD, and Lauren Lukens, MBA, “Elements of Successful Graduate Real Estate Programs: Perceptions of the Stakeholders: American Real Estate Society Conference, Monterrey, California, April 2009 (Published JREPE).

Presented a paper written with Steven Good, CEO, Jeffrey Fisher, PhD., “Bidder’s Choice Cap Rate Auctions: A New Strategy for Selling Real Estate Portfolios: American Real Estate Society Conference, Captiva Island, FL, April 2008 (Published in JREPE).

Co-presented a paper with co-author Dr. Elaine Worzala, Johns Hopkins University, titled “Graduate Real Estate Programs: Past, Present and Future,” at the American Real Estate Society Conference, San Francisco, CA, April 2007 (Published in JREPE).

Presented a paper with co-author Steven L. Good, Chairman and CEO, Sheldon Good & Company, titled “Case Study Analysis on Using Auctions to Sell Luxury Homes,” at the American Real Estate Society Conference, San Francisco, CA, April 2007.

Presented a paper at Roundtable Research in Progress titled “Research Model Can Improve Practice: Outsourcing HRD,” at the Academy of Human Resource Development Conference, Indiana University, IN, March 2007.

Presented a refereed paper with Steven L. Good, Chairman and CEO, Sheldon Good & Company, titled “Alco Presents: Case Study Analysis on Using Auctions to Sell Properties in the U.S.,” Society of Case Research, Drake Hotel, Chicago, IL, March 2007.

Presented and served on a panel at a two-day conference of the Oklahoma City Metropolitan Association of REALTORS® on “Real Estate Trends to Make Money with International Clients,” April 2006.

Presented a paper written with Steven L. Good, Chairman and CEO, Sheldon Good & Company, titled “United Homes Portfolio: Case Study Analysis on Using Auctions to Sell Residential Properties in the U.S.,” at the American Real Estate Society Conference, Florida, April 2006.

Presented and served on a panel at a two-day conference of FIABCI Young Professionals held at DePaul University Real Estate Center on “Real Estate Trends to Make Money with International Clients,” in 2006.

Presented and served on a panel at a two-day conference of the Oklahoma City Metropolitan Association of REALTORS® on “Tips to Make Money with International Clients,” April 2005.

Conducted a question-and-answer session with René Frank, President, Global Housing Foundation, in connection with UN-HABITAT and his career at a two-day conference of the Oklahoma City Metropolitan Association of REALTORS®, April 2005.

Presented a paper written with Steven L. Good, Chairman and CEO, Sheldon Good & Company, titled “Comparative Portfolio Analysis on Using Auctions to Sell Non-Distressed properties in the U.S.,” at the American Real Estate Society Conference, Santa Fe, NM, April 2005.

Presented a course, “Building Your Portfolio to Find a Position,” for the Chicago Chapter of the American Society of Training and Development (CC-ASTD), at Benedictine University, June 19, 2004.

Presented a paper titled “An Investigation of CEOs’ Learning Experiences: Implications for Leadership Programs,” at the American Real Estate Society Conference, Captiva Bay, FL, April 2004.

Presented a paper titled “An Investigation of CEOs’ Learning Experiences: Implication for Leadership Programs,” at the Academy of Human Resource Development Conference, Austin, TX, March 2004.

Presented a paper written with Dr. William Young titled “Continuing Professional Education: A Historical View of the Professions by Looking Backwards to Move Ahead for the Emerging Professions,” at the pre-conference of the Academy of Human Resource Development Conference, Austin, TX, February 2004.

Presented a research paper written with Dr. William H. Young titled “Do Online Programs Serve the Real Estate Practitioner? Implications for Improving Education for Practitioners,” at the American Real Estate Society Conference, Monterey, CA, April 5, 2003.

Presented a research paper written with Dr. William H. Young titled “Do Online Programs Serve the Adult Learner? Implications for Training in the Workplace,” at the Academy of Human Resource Development Conference, Minneapolis, MN, March 2003.

Presented research paper written with Dr. William H. Young titled “Understanding Characteristics of Emerging Professions: Implications for Improving Continuing Professional Education,” at International Conference of Human Resource Development, Minneapolis, MN, March 2003.

Presented a paper written with Dr. William H. Young titled “Challenges and Benefits of Online Programs for Professionals in HRD: Implications to Improve Continuing Professional Education,” at international two-day pre-conference on Continuing Professional Education at the Academy of Human Resource Development Conference, Minneapolis, MN, February 2003.

Presented a research paper titled “Examination of Top MBA programs in Real Estate: Implications for Improving Education for Practitioners,” at the American Real Estate Society Conference, Naples, FL, April 2002.

Co-designer and presenter, with chairs Barbara Daley and Laurel Jeris, of research at the two-day pre-conference on Continuing Professional Development of the Academy of Human Resource Development, Honolulu, HI, to the audience of sponsors at their organization, Pacific Resource in Learning, and to members who attended the pre-conference sessions, February 2002.

Presented a research paper titled “Concepts and Principles of Adult Education in the Workplace: Implications for Training in the Workplace,” at the Academy of Human Resource Development Conference, Honolulu, HI, March 2002.

Presented a research paper written with Dr. William H. Young titled “Characteristics of Emerging Professions: Implications for Improving Continuing Professional Education,” at the Academy of Human Resource Development Conference, Honolulu, HI, March 2002.

Presented a research paper titled “Problem-Solving Model of Professionals: Implications for Human Resource Development,” at the Academy of Human Resource Development Conference, Tulsa, OK, March 2001.

Presented a research paper titled “New Challenges, New Developments: Outsourcing Training and Development in the Real Estate Business,” at a Small Group Presentation at the Academy of Human Resource Development Conference, Tulsa, OK, March 2001.

Presented a research paper titled “A Systems Model of How Real Estate Professionals Learn to Learn: Implications for Providing Educational Excellence for Professionals for the New Millennium,” Adult Education and Research Conference by the University of Helsinki, Lahti, Finland, and Northern Illinois University, DeKalb, Illinois, August 2000.

Presented dissertation titled “Learning to Learn Strategies of Successful Real Estate Professionals: Implications for Learning in the Workplace,” at the Academy of Human Resource Development Conference, Alexandria, VA, spring 1999.

Presented a research paper on parts of dissertation titled “A Systems Model of How Real Estate Professionals Learn to Learn: Implications for Providing Educational Excellence for Professionals in the New Millennium,” at the Northern Illinois University Department of Leadership and Educational Policy Studies Research Conference, DeKalb, IL, Spring 1999.

Presented master’s thesis titled “Needs of Re-entry Women, Especially Issues Related to Diversity, Technology and Education,” at the Northern Illinois University Department of Leadership and Educational Policy Studies Research Conference, DeKalb, IL, spring 1998.

Presented a research book titled “*How to live with a family member who has Alzheimer’s*” to groups of parents, students, psychologists and teachers throughout Chicago, Illinois, 1982-1991.

Presented a research book titled *How to Organize Teachers, Parents, Students and Community Members to Take Action on Physically Abusive Coaches* to groups of teachers, students, parents, administrators, and lawyers throughout the northern suburbs of Illinois, 1984-1986.

Presented a research book titled, *Reaching the Complete Child: How to Work Successfully with Children Who Have Learning Disabilities* to groups of teachers, parents, psychologists and physicians in the northern suburbs of Illinois, 1976-1985.

### **FEW PRESENTATIONS AT BUSINESSES**

Regularly invited to be a keynote speaker and presenter at many business organizations and universities including the Federation of International Real Estate (FIABCI), National Association of REALTORS®, (NAR), Chicago Association of REALTORS® (CAR), Oklahoma Association of REALTORS®, American Invsco, Equity Office, Lucent Technologies, Pricewaterhousecoopers, Xi'an Business China, California Association of REALTORS®, Details available upon request).

- Presented several panels and presentations for FIABCI (International Real Estate Federation) 2020-to 2022.
- Presented several presentations for the Global Council, Chicago Association of Realtors® 2020-2022.
- Conducted training programs for employees, Director of Training at Metropolitan Real Estate Group Inc., 2016-2017.
- Presented “Working with Canadians to do real estate transactions in Canada or in the U.S.” Global Real Estate Council Event, the Chicago Association of REALTORS®, 2017
- Presented on a panel on Mentoring Programs, Toastmaster International Spring Conference, Skokie, Illinois, 2017.
- Conducted over seventy training and leadership presentations to members in District #30, Toastmasters International, Chicago, IL, 2013-2017.
- Presented an online seminar to FIABCI members on my book: Real Estate Success: 12 Leadership Strategies to Make Money Regardless of the Global Economy. Chicago, IL. MW Leadership Consultants LLC, 2016
- National Association of REALTORS Commercial Alliance Signature Series Speaking Events:
  - Mainstream Organization of REALTORS®, “Building Your Business Fast Boot Camp”
  - California Association of REALTORS®, “Investing in Commercial Real Estate”
  - Webinars: “Lesson to Face-To-Face Business Networking”
    - “Best Practices in Networking and Referral Generation”
- “Insider’s Secrets for Writing and Publishing for Fun and Profit: How to Market for Next to No Cost, Using the Web” [http://www.realtor.org/commercial/commercial\\_webinar\\_archives](http://www.realtor.org/commercial/commercial_webinar_archives);
- Keynote speaker at Anniversary of Women in Careers Organization, founded by Mary Kay, Mary Kay Cosmetics, Globe Street, Cadre Career Professionals, Several Chambers of Commerce.
- Global and Emerging Market Forum, Chicago Association of REALTORS® presentations on marketing and building a successful global real estate business, 2012-2014.
- FIABCI: - Chicago and Midwest Council- Presentations, “How to Succeed in the Global Real Estate Industry,” “Networking via Face-to-Face and Social Networking” and “Low Cost for Big Results Tools for online research and business transactions,” 2011-2012
- Keynote Speaker DREI (Distinguished Real Estate Instructors) Conference 2010
- 2009 Keynote Speaker Women’s Group, University of Chicago Graduate School of Business
- National Real Estate Cyber Society Convention and Expo:
  - How to Create a Top Marketing Program for a Changing Real Estate Marketplace
  - Technology tools to succeed in commercial real estate
- Cornell University Graduate Real Estate Program
  - Lessons in Leadership
  - Co-taught Communication Course designed by Dr. Weinstein
- John Marshall Law School:
  - Co-taught Case Studies on Auction Business
  - Co-taught Chapter 11 and Legal Side of Bankruptcy in Auctions

- Professional Portfolio Development: Land Your Ideal Position in a New Economy
- Featured on many radio shows and web casts such as: Dan Ramsey, Cyberspace Radio, IRETO, Global Talk Radio.
- Presented as author of her books at Ohio State University, Barnes & Noble Stores, University of Chicago Book Store, Transition Book Place to name a few.

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## LEADERSHIP POSITIONS ON COMMITTEES AND PROFESSIONAL ASSOCIATIONS

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### Current Membership in Professional Organizations

- National Association of REALORS®
- Chicago Association of REALORS®
- The American Real Estate Society (ARES) 2001- to present.

Member/Director, Global Real Estate Council, Chicago Association of REALTORS®; Responsible to help create programs, acquire speakers, get sponsors, and market events, Council won 2016 Platinum Award for global efforts by the National Association of REALTORS®, 2015 to present.

Member and Co-Chair, Career Placement Committee, the American Real Estate Society (ARES) Co-Chair with Jessica Taylor of Villanova University. In 2014, I worked with Dr. David Funk, formerly of Cornell University and Roosevelt University and now Director of ARES. From 2007-2015, I worked with Dr. Jesse Saginor, Florida Atlantic University, 2007-2015, We are responsible for writing two newsletters per year on the economy and hiring practices. We maintain the career web site by posting academic and research positions, resumes, career information and resources for job seekers who have at least a master's degree. 2007-to 2023.

- Member and Leader, Toastmaster's International 2014-2022
- Member, Global Council, Chicago Association of REALORS®, 2014-to present
- Fellow, The American Real Estate Society (ARES), 2010-to 2019
- Member of FIABCI (Federation of International Real Estate Professionals), fall two thousand to 2023.
- Board Member, Chicago, and Midwest Council of FIABCI-USA, 2013 to present; President, 2012
- The National Association of REALTORS® (NAR) February 1997 to present
- Member of the Certified International Property Specialist (CIPS) Designation Network, National Association of REALTORS® (NAR), 2004 to present
- REALTOR® and Member of the Chicago Association of REALTORS®, May 1997 to present
- Member, Women's Council of REALTORS®, 2015-2020.
- Member and Officer, CN30, Toastmasters International, 2013 to present
- Board Member of the Chicago Chapter of the American Society of Training and Development, 2005-2007
- Member, Chicago Chapter of the American Society of Training and Development (CC-ASTD) 2001-2008.
- The American Society of Training and Development, December 1997 to 2011
- The Academy of Human Resource Development, spring 1998-2009
- Kappa Delta Pi International Honor Society in Education initiated 1998 for research and teaching in doctoral program

FIABCI (Federation of International Real Estate Professions), Academic Committee, 2021-2022; Committee of International Brokers, 2012-to 2022.

FIABCI (Federation of International Real Estate Professionals), Committee of International Experts, 2012 to 2022.

#### Toastmasters International Leadership Positions:

- Director of PR for Speakers Forum, 2017-2023.
- Director, District CN30, Toastmasters International, 2016-2017. Number #1 Director in District for 2016.
- President, Speakers Forum, Toastmasters International, 2016-2017.
- Sponsor/Mentor, Conversant Media, Toastmasters International, 2016-2017.

- Director of Marketing, Speakers Forum Toastmasters, 2015-2016.
- Sergeant of Arms, Speakers Forum Toastmaster, 2014-2015.
- Mentored members from 2013-2017.

Chairman, Global and Emerging Market Forum, Chicago Association of REALTORS®; Responsible to help create programs, acquire speakers, get sponsors, and market events. Forum won Silver Award for global efforts by the National Association of REALTORS®, 2014-2015.

Vice Chair, Global and Emerging Market Forum, Chicago Association of REALTORS®; Responsible to help create programs, acquire speakers, get sponsors, market events, and Introduce speakers. 2013-2014.

Board Member, Midwest Council of FIABCI-USA (The International Federation of Real Estate Professionals, 2014-2017.

President, Chicago, and Midwest Council of FIABCI-USA 2012-2013.

Member of Global Forum Committee, Chicago Association of REALTORS®, 2012.

President-elect, Chicago, and Midwest Council OF FIABCI-USA (The International Federation of Real Estate Professionals) 2011. Board Member 2010-2011.

Chair of Women's Breakfast Conference, American Real Estate Society, 2004-2005.

Reviewer for the Book Awards Committee for the International Academy of Human Resource Development Conferences (AHRD) held each year throughout the U.S, 2000-2010.

Chair, graduate real estate education panel, for American Real Estate Society Conference, Captiva Island Florida, April 30, 2008

Co-chair with Katherine Pancak, women's networking breakfast, American Real Estate Society Conference, April 2008

Chair, Case Incidents, Society of Case Research at MBAA Conference, Drake Hotel, Chicago, April 2, 2008.

Reviewer of conference papers for the International Academy of Human Resource Development 2008 (AHRD) conference held in February 2008 in Florida.

Reviewer for papers for the Journal for the International Academy of Human Resource Development in 2006.

Chair of Women's Members' Breakfast Conference, American Real Estate Society, San Francisco, CA, April 29, 2007.

Member of Design and Planning Committee of the 2007 international two-day pre-conference on Being a Scholar-Practitioner at the Academy of Human Resource Development Conference held in Indianapolis, IN. Held session at Academy of Human Resource Development Conference, February 2007.

Chaired session on learning at the Academy of Human Resource Development Conference, Ohio State University, and February 2006.

Reviewer Conference papers, *Proceedings of the Academy of Human Resource Development*, held at Ohio State University, February 2006.

Co-Chair of "Building Your Business" Forum, Chicago Chapter of the American Society of Training and Development (CC-ASTD) sessions, 2004-2005; helped arrange and write newsletter and present:

- October 2004: Todd Caponi, DEI Management Group of the North Shore, Roosevelt University, Chicago.

- May 2004: Johnny Campbell, “‘The Transition Man’ Talks about How He Built His Business,” Roosevelt University, Chicago and Schaumburg, IL campuses.
- August 2005: Melissa Giovagnoli on Networking, Roosevelt University, Chicago and Schaumburg, IL
- May 2005: Al Lautenslager on Guerrilla Marketing Strategies, Roosevelt University, Chicago.
- April 2005: George Ludwig, Johnny Campbell, Dr. Weinstein, Jim Accetta, Stephen Fairley, “How to Publish for Business Success.

Member of Design and Planning Committee international two-day pre-conference on Continuing Professional Education at the Academy of Human Resource Development Conference held in Austin, TX, 2004-2005.

Chaired a session of Food for Thought Committee and presented a book review of *Leveraging the New Human Capital* at Academy of Human Resource Development Conference held at Estes Park, CO, March 2005.

Reviewer of papers for the *Proceedings of the Academy of Human Resource Development* of the Academy of Human Resource Development held at Estes Park, CO, February 2005.

Chaired two sessions on learning at Academy of Human Resource Development Conference held at Estes Park, CO, February 2005.

Reviewer for 2004 papers, *Proceedings of the Academy of Human Resource Development*, edited by S. A. Lyntham, held in Austin, TX, March 2004.

Global Team Member of Volunteer China Project to mentor/train people at Xi’an Business Incubation Center, for Donna Steffey of Vital Signs Training and President, Chicago Chapter of the American Society of Training and Development, in the hope that our partnerships will help China as an emerging superpower toward continued peace via phone, Web, e-mail, 2003.

Member of Design and Planning Committee of international two-day pre-conference on Continuing Professional Education at the Academy of Human Resource Development Conference held in Minneapolis, MN, 2003.

Reviewer conference papers for the *Proceedings of the Academy of Human Resource Development*, edited by S. A. Lyntham, held in Minneapolis, MN for 2003.

Member, Design and Planning Committee of the 2002 international two-day pre-conference on Continuing Professional Education at the Academy of Human Resource Development Conference held in Honolulu, HI.

Chair, Book Award Committee for the Academy of Human Resource Development Conference held in Honolulu, HI and Tulsa, OK., 2001 and 2002

Reviewer for conference papers for the *Proceedings of the Academy of Human Resource Development*, edited by T. M. Egan, held in Honolulu, HI. 2002.

Chair, Poster Session, Academy of Human Resource Development Conference, Honolulu, HI, 2002.

Member of Exchange Committee for FIABCI (International Real Estate Organization) in the United States, spring 2001.

Reviewer for papers for the International AHRD, the Academy of Human Resource Development in North Carolina. 2002.

Chair of committee presentation at the conference “Adult Learning in the New Millennium,” Lahti, Finland, August 21-22, 2000.

Member of Retail Committee for FIABCI (International Real Estate Organization) in Paris, France, December 2000.

Reviewer for papers for the Academy of Human Resource Development International Journal, published by Rutledge-Taylor & Francis Group in 2000.

Twelve Years as “Principal for a Day Program “PFAD Partnership” with Mayor Daley and Chicago Schools through Daley’s PFAD. This program was designed to build partnerships with outstanding business leaders and schools to offer programs, services, and products to teach and inspire children.

- PFAD in October, 2009-2011 at Uplift Community High School, Principal, Ms. Stephanie Moore
- PFAD in October 2008 at Hawthorne Elementary Scholastic Academy. Anna Alvarado Principal
- PFAD in October 2002- 2007 at Inter-American Magnet School for Mayor Daley
- PFAD in October 2001 at Walt Disney Magnet School for Principal Dr. Hagstrom
- PFAD in 1999 and 2000 at John Foster Dulles Elementary School for Principal Donna Clayton.

Teacher/mentor for children at John Foster Dulles Elementary School, 1999 to 2000.

Teacher’s Aide (Volunteer) School District 108, Highland Park, IL, 1975 to 1987.

Student representative to student affairs for senior class of National-Louis University, Evanston, IL, November 1990 to June 1992.

13 years’ experience in leadership, teaching counseling and coaching positions as a community volunteer, Highland Park, Il. 1985-1998.

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## LIST OF FEW INTERVIEWEES: CONDUCTED

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Dr. Weinstein is a renowned interviewer of business leaders; she writes and presents their stories to teach and inspire professionals. A few of the real estate and business leaders interviewed:

1. Sam Zell, Chairman, Equity Office, and Equity Group Investments LLC
2. Dr. Jianping Yea, Chair, Professor & Consultant, Graduate Real Estate Programs, Renmin University, (People’s University) Beijing, China
3. Peter Roberts, CEO, Jones Lang LaSalle-Americas, Chicago
4. Celeste Hammond, PhD., Director, John Marshall Law School’s Real Estate Programs, Chicago, IL
5. Barbara Corcoran, founder and Chairman, Corcoran Group, & Corcoran Productions, New York
6. Robert Hatcher, CEO, Hatcher & Eiland, Inc., Georgia; co-founder Overland Land & Timber and Director, Sheldon Good & Company Forestry
7. Angela Eliopoulos, Global Property Consultants, Athens, Greece and Washington, DC
8. Alex Roos, owner/shareholder, van Eijsden, ter Borgh & Roos real estate office in Amsterdam
9. José de Jesus Berges Martin 5, Lawyer, Bergés and in Santo Domingo, Dominican Republic
10. Larry Bernstein, co-founder, President, Exit Realty Illinois
11. Ismael Perez, co-founder, President, Exit Realty Illinois
12. Arthur Adler, CEO, Jones Lang LaSalle Hotels, Americas
13. David Simon, CEO, Simon Properties Group, Inc., Indiana
14. Dale Reiss, Global Director Real Estate, Ernst & Young, New York
15. Ronald Shipka, Sr., Chairman, The Enterprise Group of Companies
16. David Hill, Chairman and CEO, Kimball Hill Homes
17. Faye Pantazelos, founder and CEO, New Century Bank
18. Isadore Sharp, founder, President and CEO, Four Seasons Hotels and Resorts
19. Daniel Goodwin, CEO, Inland Real Estate Group, US. Companies: REITS and affordable properties
20. Eugene Golub, Chairman, Golub & Company, international developer, Russia, Finland.
21. Dr. Peter Linneman, Principal, Linneman Associates, and Professor, Wharton School of Business, Philadelphia, Pennsylvania
22. Steven Fifield Jr., Chairman, Fifield Companies
23. Jean-Marc Levet, President Levet Partners; past president FIABCI, Paris, France
24. Norman Bobbins, Chairman, AMRO North America; past CEO, LaSalle Bank

25. John Baird, Chairman, Baird & Warner, oldest real estate sales company in the U.S. (150 years)
26. Sheldon Good, founder and Chairman Emeritus, Sheldon Good & Company
27. Nestor Weigand Jr., Chairman and CEO, J. P. Weigand & Sons, Wichita, Kansas; past FIABCI World President
28. Steven Podolsky, SIOR, Principal, Podolsky NorthStar Realty Partners; Past President of FIABCI-USA
29. Ruth Theobald, President, TheoPro Compliance & Consulting, Inc., Wisconsin
30. Jennifer Ames, Yale Graduate, top Realtor, Coldwell Banker. (Family Sudler Real Estate Company)
31. Susan Greenfield, President, Levet Partners, New York
32. Shandra Findley, co-owner, Findley Apartments, Las Vegas, Nevada
33. Nancy Suvarnamani, owner and President, Century 21 S.G.R., Chicago, Illinois
34. Patricia Choi, President, and Broker-in-Charge, Choi International, Honolulu, Hawaii
35. Sharon Young, CEO, S.K. Young & Associates, Oklahoma City, Oklahoma
36. Steve Morris, founder and CEO, Exit Realty, Canada
37. Daniel Levin, Chairman, The Habitat Company; created East Bank Club, #1 health club in the U.S.
38. Evangeline Gouletas, Chairman, Skylines Equity Realty; co-founder- American Invsco
39. Nick Gouletas, Chairman, American Invsco, Chicago, IL
40. Laurence McCabe, President, GanlyWalters, Ireland, and Past President of FIABCI
41. Marshall Bennett, President and CEO, Marshall Bennett Enterprises; started Bennett & Kahnweiler; created Roosevelt Real Estate School with Gerald Fogelson; big industrial developer, did Centex Park.
42. Gerald Fogelson, CEO and Chairman, Fogelson Properties and Grand Central Station, and created Roosevelt Real Estate School with Marshall Bennett
43. René Frank, President, Global Housing Foundation in connection with the United Nations (UN); Frank was one of the first international commercial brokers, New York, New York
44. Millie Rosenbloom, now leader and top broker in U.S., Baird & Warner, was President and CEO, Habitat Brokerage Division
45. John Vranus, Vranus Realty and Chicor Realty; Past President of Chicago Association of REALTORS®
46. Margie Brooks, Baird & Warner, #1 in sales in Illinois, 2003 and 2004
47. Dr. Gouryo, Chair, Wharton Real Estate School, Pennsylvania
48. Deborah Moy, AIG, graduate, Wharton Real Estate School, works with Dr. Linneman on many publications
49. Bruce Fogelson, President, Paramount Homes; son of Gerald Fogelson
50. Anita Bundze, Senior Loan Officer, Community Investment Corp (CIC), affordable housing lender
51. Joanna Provo, financial planner, graduate MBA
52. Robert Zoretich, President, Zoretich Realty; Past President C.A.R.
53. Ronald Kaiser, Bailard Investments, California
54. Tony Bingham, CEO, American Society of Training and Development, Washington, DC
55. David Leeds, Allstate; B.A. student, DePaul University.
56. J. Paul Beitler, President, Beitler Companies, Chicago, IL
57. Jana Hardova, President, Regency Realtors, IL
58. Zellmar Stakie, President, Zell Realty, Skokie, IL
59. Myron Evanovich, President, Evaluation Management, appraisal company, IL
60. Sonya Stamatis, banker; owner, Stamatis Management, a small real estate company
61. Winston Kennedy, Kennedy & Monigal Realty; past president of Chicago real estate board; directed real estate program at University of Chicago
62. Don Gale, President and CEO, Dart Construction, and First Legacy Realty, Dallas, Texas
63. Arthur VanDerVant, CEO, Major Enterprises, IL
64. Marion Manner, President, Manner Realty; first African American president, Chicago Association of REALTORS®
65. Jerome Martin, CEO, Jerome Martin Real Estate; worked in management in Chicago, IL
66. Lowell Stall, Chairman, Labe Bank; founder of Century 21 in the Midwest
67. Jack Guthman, JD, Shefsky & Froelich law firm, head zoning attorney for major buildings in downtown Chicago; C.A.R. Hall of Fame
68. Ari Feldman, CEO, Mayan Properties: México City, México; FIABCI faculty

69. Ginger Downs, CEO, Chicago Association of REALTORS®
70. Dan Kohlhepp, Found & CEO, Granite Road Consultants LLC, Dubois, PA; was Director, Crescent Resources LLC, and Kohl
71. Bill Croteau, Director, PriceWaterhouseCoopers
72. Barbara Gaffen, Co-CEO, Prime Property Investors, Ltd, Northbrook, Illinois
73. Dr. J. Terrence Farris, CRE, AICP, Director of the Graduate Real Estate Development Program and Associate Professor, Planning and Landscape Architecture in the School of Architecture, Clemson University
74. W. Russell Campbell, President, W. Russell Campbell Company, Inc.; founder and major contributor to the real estate program at Clemson University; chair of the Real Estate Advancement Board for the Center for Real Estate Development; Clemson University alumnus
75. Reva Kaufman, Department Assistant, Planning and Landscape Architecture in the School of Architecture and Administrator in charge of the budgets at Clemson University
76. Dr. Susanne E. Cannon, CRE, Associate Professor of Finance, and Douglas and Cynthia Crocker Endowed Director, Finance Department, College of Commerce, DePaul University
77. Richard Hanson, Principal, Mesa Development LLC; founder and major contributor to the Real Estate Center at DePaul University; alumnus with a Master of Science degree in Taxation from the College of Commerce
78. Dr. Michael A. Anikeeff, Professor of Business, Chair of the Edward St. Johns Department of Real Estate in the Carey Business School, Johns Hopkins University
79. James Joseph (Joe) Casey, Senior Director, Cushman & Wakefield Company, Baltimore, Maryland (formerly with Trammell Crow); founder and major contributor, Johns Hopkins University Real Estate Program
80. Marie C. Moineau, Academic Advisor, Edward St. Johns Department of Real Estate
81. Dr. Jon DeVries, Institute Director and Chair, Walter E. Heller College of Business Administration, Chicago Institute of Real Estate, Roosevelt University
82. Betty Milam, Manager of Zel Realty, Latin America international brokerage operations
83. Owen Gwyn, CEO, GEO Corporation & 2006 World President of FIABCI
84. Gene Roth, Professor and Chair, Adult and Continuing Education, Northern Illinois University
85. David Latvaaho, Sheldon Good & Company
86. Lawyer, Barry Chatz, Esq. Arnstein & Lehr
87. Lawyer, Richard Lauter, Partner, Creditors' Rights & Insolvency Service Group
88. Steven Good, JD, (AARE) Chairman and CEO Sheldon Good & Company LLC
89. Jim MacDonnell, Executive Managing Director, Sheldon Good & Company, Denver, CO
90. Margaret Carlson, Top Agent, Koenig & Strey, Chicago, IL
91. Katherine Hunt, Prudential Florida Realty, Marco Island, Florida
92. Dr. Elaine Worzala, Associate Dean of the School of Business, Executive Director and Professor of the Carter Real Estate Center, Charleston, SC
93. Dagmar Sands, CEO, Real Estate International Inc. and Heart Smart Properties, Atlanta, Georgia
94. Jay Samstag, DTM, retired, worked at IBM, Chicago, IL.
95. Alan D. Lev, President and CEO, Belgravia Group, Chicago, IL.
96. **Christopher Groesbeck, AIA, LEED AP, Principal, Urban Lab, international architect, Chicago, IL**

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## SOCIAL NETWORKS

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Dr. Weinstein writes and posts stories of interest online; check out the following sites:

Facebook: <http://www.facebook.com/DrMargotWeinstein>

LinkedIn: <http://www.linkedin.com/pub/dr-margot-weinstein/4/2a2/337>

Twitter: <http://twitter.com/#!/drmargotw>

 YouTube: <https://www.youtube.com/user/drweinstein>

## REFERENCES UPON REQUEST