

Dr. Margot B. Weinstein, CEO, VP, CIPS, TRC

Curriculum Vitae

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CAREER CONSULTANT, BUSINESS LEADER, EDUCATOR

SUMMARY OF PROFESSIONAL AND ACADEMIC QUALIFICATIONS

PRESIDENT AND CEO MW Leadership Consultants LLC, Chicago, IL Vice President and Principal, Kingston Group, Inc., Chicago, IL	2001-present 1978-present
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Dr. Weinstein is an accomplished business executive, international consultant and educator/trainer/speaker, and an award winning author. Since 1978, she has been VP of Kingston Group, Inc., a commercial real estate company based in Illinois. Over the years, the company has been involved in all facets of the commercial real estate business. The Company thrives even in today's marketplace (Details in the Curriculum Vitae (CV) under Kingston Groups, Inc.).

In addition to Dr. Weinstein's role as VP of Kingston Group, Inc., in 2001 she founded **MW Leadership Consultants LLC** to provide results-driven programs to professionals worldwide. She specializes in career techniques, leadership strategies, and real estate issues. Her programs provide a unique blend of insight she gains from her business experiences, her education and training, and from her interviews with over 200 business leaders worldwide. Each year she interviews at least 25 leaders to maintain her expertise in the industry. (A list of some of her interviewees is in the last few pages at the end of this CV.)

Key Achievements:

- Earned interdisciplinary doctorate, and two masters' degrees - all with high honors
- Member of The International Honor Society in Education and Counseling initiated in her doctoral program
- 30+ years as VP of a Commercial Real Estate Company
- Experienced in all areas of real estate transactions (See Kingston Group Inc. in CV)
- Strong leadership skills working with a diversified employee and client base worldwide
- Maintain expertise in the latest technology programs for business communication and accounting
- Presented her programs throughout the U.S., Europe, and China
- Taught at the University of Chicago, Cornell University, John Marshall Law School and others
- Since 1998, authored or co-authored over 155 publications (List of recent publications in CV):
 - Latest book by the Hoyt Institute with co-author, Dr. Norm Miller "**2009 Commercial Real Estate Career Education and Resource Guide**" contains her interviews with 14 leaders including **Sam Zell, (Equity Group Investments), David Simon, (Simon Properties), and Dale Reiss, (Ernst & Young)**
 - **Won both the 2008 and the 2006 ARES Manuscript Award** for top research paper in education for papers titled "Bidder's Choice Cap Rate Auctions: A New Strategy for Selling Real Estate Portfolios" and "How CEOs of Real Estate Companies Like to Learn; both available in Journal of Real Estate Practice in Education (JREPE) by the American Real Estate Society."
- **Award winning Co-developer** of Tax Credit Property for Seniors
- **A Signature Series Speaker for the Commercial Alliance for the National Association of REALTORS (NAR) one of the only women Commercial Speakers endorsed by NAR.**

EDUCATION AND CERTIFICATIONS

Doctor of Education, May 1998

Northern Illinois University, DeKalb, Illinois

Interdisciplinary Degree: Adult and Continuing Education (Teaching Adults) and Career Counseling;

Cognates: Business, Human Resource Development, and Real Estate

Dissertation titled: "Learning to Learn Strategies of Successful Real Estate Professionals: Implications for Continuing Professional Education"

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: Life and Career Changes for Adults

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 post graduate work and industry related courses and certifications including:

- **Post-Doctoral Courses:** In 2000 in Finland and Russia, by Northern Illinois University and the University of Helsinki, Interdisciplinary: International Education, Human Resource Development and Real Estate by professors Dr. John Niemi and Dr. Gene Roth, GPA 4.0 out of 4.0
- **Certified International Property Specialist (CIPS)**, National Association of REALTORS® (NAR) 2002 to present
- **Licensed REALTOR by NAR, 1972-to present**
- **Transnational Referral Certification (TRC)** by International Consortium of Real Estate Associations (ICREA), 2005. Worldproperties.com.
- **Certified Real Estate Instructor** for teaching courses (CE), Oklahoma City, OK.

AWARDS AND HONORS

Member of 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.

2008 Manuscript Award from 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 the 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 from 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 55 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.

EMPLOYMENT HISTORY

MW Leadership Consultants, CEO

2001-present

International Consultant and Educator/Trainer/Speaker

Dr. Weinstein founded **MW Leadership Consultants** 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 career techniques, leadership strategies, and real estate topics. She has presented her programs to professionals at top universities and business organizations throughout the US, Europe, and China, and her programs are used by professionals worldwide via the Internet.

Areas of expertise include:

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| ▪ Career Strategies to Land an Ideal Job in any Economy | ▪ Leadership Strategies of Top CEOs | ▪ Communication Techniques |
| ▪ Networking Techniques: Face-to Face and Social Networking | ▪ Building Client Relationships | ▪ Investing in Commercial Real Estate |
| ▪ Skills for Professional Development | ▪ Customer Service Training | ▪ Investing in Residential Real state |
| ▪ Business Writing and Publishing | ▪ Marketing /Sales Techniques | ▪ Commercial Real Estate Topics |
| | ▪ Business/Financial Management | ▪ Residential Real Estate Topics |
| | ▪ Negotiation and Conflict Resolution | |

Recent Courses:

- Real Estate Transactions and Finance in a New Economy:
 - **Overview of Distressed Real Estate Market: Opportunities and Challenges**
Course includes fundamentals: Workouts, REO, Short Sales, Bankruptcy, and Auctions
 - Fundamentals of Investing in Commercial Real Estate
 - Build Your Business Fast Boot camp: Strategies to succeed in a new economic reality
 - Fundamentals of Investing in Residential Real Estate
 - Expert Evaluation and Property Management Techniques
 - 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
- Techniques to Land your “Ideal Position” Regardless of the Economy
- Develop Your Professional Career Portfolio: A critical tool for the 21st century career
- Networking Strategies of the Pros: Face-To Face and Social Networking Techniques
- Business Writing and Publishing
- Lessons in Leadership: 12 Strategies to succeed in a new business reality
- Communication Techniques for Business Success
- Women’s Leadership Strategies
- Top Ten Marketing Mistakes Professionals Make and How to Avoid Them
- Marketing Techniques to Grow Your Business in a New 2.0 Generation
- Exceeding Customer Demands: Customer Service in a New AGE
- Training Your Employees: 16 Strategies to Teach and Inspire Employees
- Learning Assessment Seminar

Few Recent Presentations:

- Speaker on Distressed Real Estate Opportunities, American Real Estate Society, April, 2010
- Keynote Speaker DREI (Distinguished Real Estate Instructors) Conference 2010
- Mayor Daley’s “Principal for a Day” Program: 1999- 2010 (October 29th, 2009)
- 2009 Keynote Speaker Women’s Group University of Chicago Graduate School of Business
- National Association of REALTORS Commercial Alliance Signature Series Speaking Event:
 - Mainstream Organization of REALTORS®, “Building Your Business Fast Boot Camp”
 - Webinar, June 10, 2009 “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;
- National Real Estate CyberSociety 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.”
- American Real Estate Society (ARES), 2003- 2010
- Academy of Human Resource Development, 1998-2010; Society of Case Research International Conference, 2007- 2009
- Regularly present programs at many organizations and universities including: University of Chicago Graduate School of Business, DePaul University, Northern Illinois University, Federation of International Real Estate (FIABCI), Chicago Association of REALTORS (CAR), Oklahoma Association of REALTORS, American Invsco, Equity Office, Lucent Technologies,

- Pricewaterhousecoopers, Xi'an Business China, Keynote Speaker 25th Anniversary of Women in Careers Organization, founded by Mary Kay, Mary Kay Cosmetics, Globe Street, Cadre Career Professionals, Several Chambers of Commerce.
- Featured on many radio shows, web casts, and book store presentations such as: Dan Ramsey, Cyberspace Radio, IRETO, Global Talk Radio. Ohio State University, Barnes & Noble Stores; University of Chicago Book Store, Transition Book Place to name a few.
 - Interviewed and write for many publications (See CV for list of many publications)
 - Serve on many advisory boards in which Dr. Weinstein creates programs and panels for events.

Vice President and Principal, Kingston Group, Inc., IL

1978-to present

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 is 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.

Properties Types Include:

- Rental apartments, tax credit senior housing, university 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, human resources and training, 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
- Write 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 work successfully with private companies
- Work with employees to evaluate and improve programs to increase profitability.

Counseling Experience:

- Counsel personnel on an ongoing basis to resolve employee and personal conflicts
- Counsel employees individually and in groups on issues of career and life planning

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:

- 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.

Designer:

Create 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.

ADDITIONAL CURRENT AND RECENT EXPERIENCE

Chair of the Job Placement Committee for the American Real Estate Society (ARES) 2009- present. Along with Vice Chair, Jesse Sigonor, Texas A & M University, we are responsible for writing newsletters and posting academic and research positions along with career information and resources for job seekers working at: <http://www.aresnet.org/Jobs.htm>.

Career Advisor to students and graduates of several universities including: the University of Chicago, John Marshall Law School, Cornell University, and DePaul University.

Professional Advisor, DePaul University's B.A. program in the School of New Learning, Chicago, Illinois, spring 1999 to present. Mentor and advisor to students to succeed in the program, sits on student committees and assesses work toward their graduation.

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 and 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."

Ongoing "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 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.

PUBLICATIONS: BOOKS AND CHAPTERS IN BOOKS

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 Keiser, 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 and on Web site with information available at www.hoyt.org, www.real-jobs.com, or www.drmargotweinstein.com.

____ (To be published in 2010). *12 Strategies of real estate leaders to succeed in a new global economy*. The book will include strategies, tools and resources (**including investing in distressed properties**) to succeed in real estate in new economy along with interviews with 27 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.

____ 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, www.hoyt.org or 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. Will be available at Amazon.com in the near future.

____ "*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. Will be available at Amazon.com in the near future.

____ 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.

____ *Training From The Top: CEO Evangeline Gouletas Shares Her Strategies to Increase Learning and Decrease Turnover*. Chicago, IL: MW Leadership Consultants, LLC, 2006. Will be available at www.drmargotweinstein.com.

____ "*Leadership Strategies of Millionaire Business Women*." Chicago, IL: MW Leadership Consultants, LLC, 2006. Available at www.drmargotweinstein.com and also available soon at Amazon.com.

____ "*Insider's Secrets on Getting Published*." Chicago, IL: MW Leadership Consultants, LLC, 2006. Available at www.drmargotweinstein.com and also 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 tele-course for University of Chicago Graduate School of Business. Available at www.drmargotweinstein.com and 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.

PUBLICATIONS: REFERREED AND NON-REFEREED

Weinstein, M. B., “Networking Face-to-Face at Real Estate Conferences” on American Real Estate Society’s website at <http://www.aresnet.org/Jobs.phtml>.

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.

Hammond, C. M., Weinstein, M. B., Good, S.L., “Auctioning the United Homes Portfolio: A Legal Case Study,” in Social Science Research Network (SSRN) second time in Top Ten download list for ERN: Auctions, Rationing; Licensing (Topic). For SSRN Journal. View the abstract and download statistics at the URL: <http://papers.ssrn.com/abstract=1446951>, October, 2009.

Weinstein, M. B., “Networking Face-to-Face Versus the Internet via FIABCI” on FIABCI-USA web site www.fiabcia-usa.org : Articles on what’s New; also on Dr. Weinstein’s Active Rain Blog posted, October 26, 2009

Stanley, K, PhD. & Weinstein, M. B., Good, S. L., Bezik, M., (Accepted to be published 2009) “Hi Tide on Cat Cay,” *Journal of Case Incidents (JCI)*, Society of Case Research.

Weinstein, M. B., Good, S.L., and Fisher, J. (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 in *Journal of Real Estate Practice and Education (JREPE)*. Vol. 12 (1) pp. 57-80).

Weinstein, M. B. “Affordable Real Estate Marketing: 7 Step writing process.” *Broker Agent Speakers Bureau Online Newsletter*, June, 2009, and available www.drmargotweinstein.com

____ December, 2008, “Mayor Daley Ask Leaders to Inspire Chicago’s School Children.” *PFAD Newsletter*. Available www.drmargotweinstein.com.

____, 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. (vo. 16, 3), pp.387-413.

Weinstein, M. B. “Habits of Real Estate Superstars,” *Broker’s Agent Speaker’s Bureau Newsletter*, 1-3,

____, 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, pp.78-94, ISSN. 1939-1969.

Weinstein, M. B. "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,

_____, 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)

Weinstein, M. B. "Strategies to 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 under current articles.

_____"Betty Milam, Chicago's International Expert at American Invsco." Cover story, *Real Estate Executive*, May 2007. 4-8.

_____, 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.

_____, Good, S. L. JD, "Case Study: Auctioning a Luxury Home." Conference Proceedings, American Real Estate Society, San Francisco, CA, April 2007. — with Steven L. Good. "Case Study: Auction Alcoa." Refereed Conference Proceedings, MBAA International, Drake Hotel, Chicago, IL, March 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.

_____"2007 Real Estate Trends and the Economy: Boom or Bust." *Chicago REALTOR® Magazine*, February 2007.

_____"Dr. Weinstein's 7 Strategies for Success in Real Estate in 2007." *Real Estate Broker News*, January 2007.

_____"Real Estate Expo: Global Real Estate Opportunities without Leaving Home." *Chicago REALTOR® Magazine*, January 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.

_____"Chicago Association of REALTORS®: Realtor Profile." *Real Estate Executive*, August 2006.

_____"Robert Zoretich: Soaring To New Heights." *Real Estate Executive*, July 2006.

_____"Congratulations, Essay Winners." *Chicago REALTOR® Magazine*, July 2006.

_____"Exit Illinois, Izzy Perez and Larry Bernstein, a Dynamic Partnership." *Real Estate Executive*, February 2006.

_____"CEO David Hill, Kimball Hill Homes, on Future Home Building Trends." *Chicago REALTOR® Magazine*, February 2006.

_____"Nancy Suvarnamani, President, Century 21 S.G. R. & 122nd President, Chicago Association of REALTORS®: A Leader Who Thrives on Excellence." Cover story, *Real Estate Executive*, January 2006. <http://www.nancyfortreasurer.com/Exclusive.pdf>.

_____"Ronald Shipka, Sr., Real Estate Forecast." *Chicago REALTOR® Magazine*, January 2006.

- “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.
- Weinstein, M. B. “Leading Economist Dr. Linneman Forecasts Trends in the Real Estate Industry for 2005 and Beyond.” *Chicago REALTOR® Magazine*, March 2005.
- “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.
- “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.’” September 2004. Published online by Metropolitan Association of Realtors at <http://www.mlsgateway.com/Docs/Links.aspx> under title: “René Frank FIABCI Award for Slum Improvement.”
- “J. Paul Beitler on His Career: Beitler Company.” *Chicago REALTOR® Magazine*, September 2004. 1-8. Available online under author and title at <http://www.chicagorealtor.com>.
- “Essay Contest Supports Mayor Daley’s Efforts to Make a Difference in Children’s Lives.” *Chicago REALTOR® Magazine*, August 2004. 7. Available online at <http://www.chicagorealtor.com>.
- “FIABCI’s World Congress gives René Frank Habitat Award: Building Housing for the Poor.” *Chicago REALTOR® Magazine*, July 2004. Available online at <http://www.chicagorealtor.com>.
- “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.
- “24-Hour Cities: Top Investments for 2004.” *Chicago REALTOR® Magazine*, January 2004. 17-18. Published

online at <http://www.chicagorealtor.com>.

—— “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.

—— “Eugene Golub Discusses His Career and Doing Business Internationally.” *Chicago REALTOR® Magazine*, December 2003. 15. Published online at <http://www.chicagorealtor.com>.

—— 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. Published online at <http://www.chicagorealtor.com>.

—— Book Review of *Protokol* by Eugene Golub. *Chicago REALTOR® Magazine*, September 2003. 12. Published online at <http://www.chicagorealtor.com>.

—— “Chicago and Baird & Warner Launch a New Residents Resource Guidebook: Clarence Wood and John Baird Discuss the Directory.” *Chicago REALTOR® Magazine*, April 2003. 6. Published online: <http://www.chicagorealtor.com>.

—— “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.

—— 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. “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: Norm Bobins on Trends in the Banking Industry. *Chicago REALTOR® Magazine*, July 2002. 1, 11. Available online at www.drmargotweinstein.com.

—— “Part I: Norm Bobins 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, a magazine by Unique Homes and FIABCI (the International Federation of Real Estate Professionals). 2-3.

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

—— “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 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.

—— “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.

VIDEOS

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 and short video excerpt available FIABCI, and you tube. <http://www.youtube.com>.

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.

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 chairman of the: Global Housing in Partnership with the UN. September 2004. Published online by Metropolitan Association of Realtors at <http://www.mlsgateway.com/Docs/Links.aspx>

ADDITIONAL RELATED EXPERIENCE

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

Presented/speaker 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.

For the past ten years (2000-2011), reviewer for the Book Awards Committee for the International Academy of Human Resource Development Conferences (AHRD) held each year throughout the U.S.; to be held February 24-28, 2010, Knoxville, Tennessee, USA.

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 for 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’ Meeting for members of the April 29, 2007 American Real Estate Society Conference, San Francisco, CA.

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, February, 2006.

Reviewer for 2006 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 of the 2004-2005 international two-day pre-conference on Continuing Professional Education at the Academy of Human Resource Development Conference held in Austin, TX.

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 for 2005 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.

Presented a course, "Ten Steps to Building a Portfolio in Real Estate," to employees at Lucent Technologies Conference in Schaumburg, IL, October 2003.

Presented a training 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.

Presented 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.

2003 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.

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.

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

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

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

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

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

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

Visiting Professor, DePaul University's School of New Learning, Chicago, IL, 1998 to 2000. 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.

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

Reviewer for papers for the International AHRD 2000 for the Academy Of Human Resource Development in North Carolina.

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

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

Visiting Professor, Northern Illinois University, for Dr. William H. Young in Department of Adult Continuing Education Program on Leadership, DeKalb, IL, 1999.

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.

30 years experience in leadership, teaching counseling and coaching positions as a community volunteer.

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

PAPER PRESENTATIONS AT CONFERENCES

Presented a paper 2010, "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, Elaine Worzala, and Lauren Lukens, "Elements of Successful Graduate Real Estate Programs: Perceptions of the Stakeholders: American Real Estate Society Conference, Monterrey, California, April, 2009 (To be 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, Capitva 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 to 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 to 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 to 1985.

MANUSCRIPTS CIRCULATED, NOT PUBLISHED (USED IN TEACHING)

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.

PROFESSIONAL MEMBERSHIPS

- Kappa Delta Pi International Honor Society in Education, 1998 to present
- The National Association of REALTORS® (NAR) February 1997 to present
- Member of the Chicago Chamber of Commerce, 2010-to present
- Board Member of the Chicago Chapter of the American Society of Training and Development, 2005- 2007
- Member of Chicago Chapter of the American Society of Training and Development (CC-ASTD) 2001-present
- Member of the Certified International Property Specialist (CIPS) Designation Network, National Association of REALTORS® (NAR), 2002 to present
- The American Real Estate Society (ARES) 2001 to present; Chair Career Placement Committee 2009-2010
- REALTOR® and Member of the Chicago Association of REALTORS®, May 1997 to present
- FIABCI (Federation of International Real Estate Professionals), fall 2000 to present
- The American Society of Training and Development, December 1997 to present
- The Academy of Human Resource Development, spring 1998 to present

LIST OF FEW INTERVIEWEES

Dr. Weinstein is a renowned interviewer of business leaders; she writes and presents their stories to teach and inspire professionals. A partial list of 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
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 Eijnsden, 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 Bobins, 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 Baird & Warner, was President and CEO, Habitat Brokerage Division
45. John Vranus, Vranus Realty and Chicos 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 some 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, Mexico City, Mexico; 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; chairman 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 American Invscos 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

REFERENCES UPON REQUEST