



Bruce H. Aydt, ABR, ABRM, CRB, SRS, is Senior Vice-President, General Counsel for Prudential Alliance in St. Louis, Missouri. He has been honored as Realtor Educator of the Year by both the National Association of Realtors and the Missouri Association of Realtors. He has been in the real estate business as a lawyer and Realtor for more than 25 years. **COURSES:** *Officers and Directors Training; Ethics Dilemmas and Practices.*



Susan Barnette, GRI, CRS, e-PRO, ITI, has served on the Tennessee Association of Realtors Forms Committee and is a past president of the GRI Tennessee Chapter. She is a past president of the River Counties Association of Realtors and was honored as RCAR Realtor of the Year in 2003. **COURSES:** *The Purchase and Sale Agreement; 21 Ways to Lose Your License; Competition and Antitrust; TAR Forms Made Simple; How to Develop a Written Marketing Plan; Advertising Real Estate In Tennessee; TAR Forms 102.*



Bill Cantey, CCIM, CRE, is a CCIM Institute faculty member who has been selected as Senior Instructor of the Year in all of the courses he has taught. He won the Robert L. Ward Instructor of the Year Award for the entire faculty in 2004. Bill graduated from Davidson College with a B.A. degree in Economics and from Harvard University Graduate School of Business Administration with a M.B.A. degree in Finance. **COURSE:** *CI 101: Financial Analysis For Commercial Investment Real Estate.*



Mark Cypert, CCIM, received his CCIM designation in 1995. He is on the CCIM Site to Do Business Board of Directors and the Body of Knowledge Committee. He received the CI 102 Instructor of the Year Award in 2007. He is a graduate of Texas Tech University, with a degree in Construction Engineering Technology. During his career he has participated in over 15 million square feet of office, industrial and retail investment and development ventures with a total market capitalization of over \$1.3 billion. **COURSE:** *CI 102: Market Analysis for Commercial Investment Real Estate.*



Tina B. Daniel, CRS, is a licensed real estate broker with her own real estate firm, American Real Estate Services, in Searcy, Ark, and a lifetime member of the Million Dollar Club. She is founder and director of the Arkansas Institute of Real Estate. Her honors include being named Arkansas Realtor of the Year in 1989 and nominated as Outstanding Educator of the Year in 1990. A senior CRS instructor, she has spoken at many state and national conventions. **COURSES:** *ABR designation course; Short Sales and Foreclosures: What Buyer's Representatives Need to Know.*



Jack Dugger, CRS, GRI, ITI, is a past president of GNAR. In 2001, he was named Tennessee Realtor Educator of the Year by the Tennessee Association of Realtors. He has served the association in numerous capacities and in 1999 he was honored as GNAR Realtor of the Year. He has held his real estate broker's license since 1980. **COURSES:** *Office and Brokerage Management; Orientation; Seven Surefire Steps to Jump Start Your Career.*



Gee Dunsten, CRS, has been in the trenches of the real estate business for four decades, selling more than \$200 million. For over 20 years, Gee has been a CRS Senior Instructor and served as its 2001 National President. An author and speaker, his hands-on approach to real estate training make him a popular speaker at NAR Conventions and other conventions and seminars. He has taught in 49 of the 50 states and foreign countries as far-flung as Australia and New Zealand. **COURSE:** *CRS 202: Effective Buyer Sales Strategies for the Residential Specialist.*



Martin Edwards, Jr., CCIM, is past president of the National Association of Realtors and a partner and broker with Colliers Wilkinson & Snowden. He has been involved in the Memphis, Tenn., real estate market in numerous investment brokerage, management and developments that include apartments, land, office and industrial and commercial mortgage lending. **COURSE: *CI 104: Investment Analysis for Commercial Investment Real Estate.***



Dave Floyd Sr., GRI, ITI, entered real estate in 1968 when the average sales price of homes was \$19,500. He achieved the Million Dollar Sales Club his first year and later was broker owner of his own firm. He began teaching real estate courses in 1982. Dave chaired the GNAR education committee in 1995. **COURSES: *Office and Brokerage Management; Orientation; Getting the Most From Your Calculator.***



Richard Fulton, CCIM, has 30 years of experience assisting corporations with their commercial real estate needs. Richard is a past president of GNAR, past president of its Commercial Investment Division, and past president of the Commercial Investment Division of the Tennessee Association of Realtors. **COURSE: *CI 103: User Decision Analysis for Commercial Investment Real Estate.***



Paul Gaddes, ABR, e-PRO, ITI, is a full time real estate broker. A certified e-PRO trainer, Paul also develops and implements training programs on all aspects of real estate for sales professionals. He holds a bachelor's of science degree from the University of Tennessee. While working in Baltimore he was honored as "Business Leader of the Year." **COURSES: *TREC CORE 09/10; Orientation, Transaction Desk Basics; Advanced Transaction Desk.***



Curtis Hall, ABR, CRS, GREEN, is a certified agency, contract, environmental law instructor and a mediator for the Arizona Association of Realtors. A charter member of the Real Estate Buyer's Agent Hall of Fame, Curtis is the author of the *Innovative Marketing Techniques* course. He structures between 40-60 sales each year. **COURSES: *Innovative Marketing Techniques; Green Designation Core Course; Green Real Estate Residential Elective.***



LeRoy Houser, CRB, CRS, of Chesterfield, Virginia, is a graduate of Virginia Tech and Virginia Commonwealth University with bachelor's of science and master's of education degrees. He is a senior instructor for the Council of Residential Specialists, and has taught GRI (Graduate, Realtor Institute) courses in numerous states. **COURSE: *CRS 200: Business Planning and Marketing for the Residential Specialist.***



Alex Johnson, CCIM, holds a degree in Electrical Engineering from Purdue University. A licensed Texas real estate broker, Alex is KW Commercial Market Director and President of Laurex Realty Advisors where he oversees the growth of the various operations related to commercial real estate development, consulting, brokerage, leasing, management and capital lending. **COURSE: *CI 102: Market Analysis for Commercial Investment Real Estate.***



Don Klein is Chief Executive Officer of the Greater Nashville Association of Realtors and an approved facilitator for The Pacific Institute's courses. His work to provide the best place for members to gather to pursue professional development was recognized by the Tennessee Real Estate Commission when he was presented with the William "Bill" Tune Award for Excellence in Real Estate Education in 2008. **COURSES:** *Thought Patterns for High Performance; Investment in Excellence.*



Joseph Larkin, CCIM, CIPS, SIOR, is president of Larkin Commercial Properties, Inc., headquartered in Albany, New York, providing consulting, transactional and valuation services. He is a senior instructor for the CCIM Institute and has twice received the CCIM Instructor of the Year Award for CI 103. He teaches in the U.S., Canada, Russia, Poland and China. **COURSE:** *CI 103: User Decision Analysis for Commercial Investment Real Estate.*



Tom Lundstedt, CCIM, is the funniest investment tax guy in America. Attendees at GNAR's 2008 Middle Tennessee Realtor Convention enjoyed his combination of humor and real world examples which made his subjects spring to life. He is a recognized expert on investment real estate and taxation. A former major league baseball player, Tom earned his bachelor's degree in business administration from the University of Minnesota. **COURSES:** *Today's Tax Laws; Big League Hardball: An Advanced Commercial Investment Real Estate Workshop.*



Melanie McLane, ABR, CRB, CRS, GREEN, GRI, RAA, RSPS, SRES, SRS, has worked in all aspects of real estate: sales, management, appraisal and consulting. She was named Real Estate Instructor of the Year at Penn State University. In addition, she was honored as Realtor of the Year by her local association. In 2008, Melanie was inducted into the Real Estate Buyer's Agent Hall of Fame. **COURSES:** *Green Designation Core Course; Green Real Estate Residential Elective.*



Frank Mears, ABR, ABRM, CRB, CSP, GRI, SRS, SRES, was honored as the Instructor of the Year by the Georgia Association of Realtors. He is a 2005 inductee into the Real Estate Buyer's Agent Hall of Fame. Frank is vice president and director of training and agent development for Meybohm Realtors in Augusta, Georgia. **COURSES:** *Seniors Real Estate Specialist; ABR; Short Sales and Foreclosures: What Buyers Representatives Need to Know; How to Master Listing Real Estate; Expireds, FSBOs and Other Dirty Words; Foreclosures, REOs and Short Sales.*



Zan Monroe, CRS, has been a businessman, speaker, teacher, author, and consultant for more than 30 years. He has inspired thousands of people by speaking and teaching across the United States. Inspiring others is what Zan does, whether at home, in business, with friends and family, or speaking to a large audience. **COURSES:** *Ninja Business Systems; CRS 201: Effective Listing Strategies.*



Robert Morris, ABR, ABRM, CRB, CRS, e-PRO, GRI, LTG, PMN, ITI, teaches all aspects of how to apply technology toward increasing the bottom line for agents. Currently, he is a broker in Murfreesboro, Tenn., where he actively lists and sells real estate. **COURSES:** *CRS 206: Technologies to Advance Your Business; 10 Must Have Characteristics for a Web Site; Technology Tools for the Changing Rules In Real Estate.*



Bill Moss, CCIM, is senior vice president of Multi-Family Acquisitions for Colonial Properties Trust. In 2000, he served the CCIM Institute as chairman of the Regional Activities Committee. His education includes a bachelor's degree in business administration and a master's degree in economics—both from Auburn University. **COURSES:** *Intro to Commercial Investment Real Estate Analysis; CI 101: Financial Analysis for Commercial Investment Real Estate.*



Debbie Reeves is Director of Business Development for the Tennessee Housing Development Agency. She works through Tennessee Realtor Associations to keep agents informed about THDA's first time homebuyer programs. She provides information about THDA guidelines and the exceptions to the guidelines, so that agents can determine if an additional avenue is available to help buyers. **COURSE:** *First Time Home Ownership.*



John Rochford, JD, is a graduate of Vanderbilt University College of Law and is a member of the Tennessee and Kentucky Bar Associations. A licensed real estate broker, he has handled numerous real estate closings, and has taught seminars to train attorneys and closing agents. **COURSE:** *Fundamentals of Tennessee Commercial Real Estate Closings.*



Bill Schlueter, GRI, ITI, is a graduate of Virginia Commonwealth University, a member of GNAR, past chair of the GNAR Education Committee and a respected real estate broker and instructor. He is the author of the *Course for New Affiliates* and the *TREC CORE Course*. **COURSES:** *Office and Brokerage Management; Orientation; TREC CORE 09/10.*



Gene Trowbridge, CCIM, JD, provides legal and real estate consulting services to individuals and corporations. He is a member of the California Bar. Gene received his CCIM designation in 1977 and has served on the CCIM faculty since 1979. In 2002 Gene was awarded the Robert L. Ward Instructor of the Year Award by the CCIM Institute. **COURSE:** *CI 104: Investment Analysis for Commercial Investment Real Estate.*