



Brenda Akin, ABR, CRS, GRI, was licensed in 1990. She teaches a variety of real estate classes, as well as mentoring both new and experienced agents in all aspects of general real estate and real estate law. She is an active member of GNAR and past chair of the Education Committee. For the past six years Brenda has attained the GNAR Award of Excellence. **COURSE: *Pre-License Principles***.



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, is a member of the Tennessee Association of Realtors Forms Committee and past president of the GRI Tennessee Chapter. She teaches both pre and post license real estate courses in Chattanooga. She is a past president of the River Counties Association of Realtors and was honored as RCAR Realtor of the Year in 2003. **COURSE: *The Purchase and Sale Agreement***.



Dale Carlton Jr., CRS, JD, has more than 10 years of experience in real estate, and has brokered more than \$3 billion in closings, sold more than \$100 million in properties, closed more than 700 transactions, and owned, co-owned or managed more than 200 residential and commercial properties. His high-energy, knowledgeable presentations make him a sought after instructor. **COURSE: *CRS 204: Creating Wealth Through Residential Real Estate Investments***.



Mark Cypert, CCIM, received his CCIM designation in 1995. He is on the STDB Board of Directors, the Body of Knowledge Committee, and the 2008 Instructor Training Seminar 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. **COURSE: *CI 102: Market Analysis for Commercial Investment Real Estate***.



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. **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: *Pre-License Principles; 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: *Pre-License Principles; TREC CORE 09/10; Orientation, Transaction Desk Basics.***



Curtis Hall, ABR, CRS, GRI, 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.***



Don Klein is Chief Executive Officer of the Greater Nashville Association and an approved facilitator for the Pacific Institute's Investment in Excellence course. 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. **COURSE: *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.***



Melanie McLane, GRI, CRS, CRB, ABR, e-PRO, RAA, ITI, 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, CRB, CSP, GRI, 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: *Seller Representative Specialist; ABR; Foreclosure: Prevention and Opportunities For Buyers and Clients; How to Master Listing Real Estate.***



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 Selling; CRS 201: Effective Listing Strategies.***



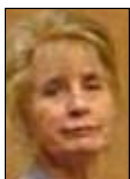
Robert Morris, ABR, CRB, e-PRO, CRS, GRI, teaches all aspects of how to apply technology toward increasing the bottom line for agents. Currently, he is a broker in Murfreesboro, Tenn., where he actively lists and sells real estate. **COURSES: *e-Buyer; Networking and Referral Systems; The Business of Your Business.***



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.***



Faye Reid is a Housing Program Specialist with the Dept. of HUD. She conducts biennial reviews of HUD approved Housing Counseling Agencies, attends Home Fairs, Homebuyers Expo, and meets with local and state officials who are seeking additional Affordable Housing opportunities. She conducts FHA training for Real Estate professionals and non-profits. **COURSE: *FHA Basics for Real Estate.***



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.*



Brenda Russell, ABR, CRS, GRI, ITI, earned her bachelor's and master's degrees in education before entering real estate in 1979. Honored as Tennessee Real Estate Educator of the Year, Brenda currently teaches many of the Real Estate Buyer's Agency Council courses around the country.

COURSES: *ABR; Effective Negotiating.*



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 home study *Course for New Affiliates* and the *TREC CORE Course*. **COURSES:**

Pre-License Principles; 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 from the CCIM Institute. **COURSE:** *CI 104: Investment Analysis for Commercial Investment Real Estate.*



Camille Wade is a Microsoft Office Specialist Master Instructor and Certiport Internet and Computing Core Certified Instructor with more than 11 years in technology training. Camille has taught GNAR technology classes for nine years. She is a graduate of Tennessee State University with a Bachelor's of Science in Mechanical Engineering. Her motto is: "Your computer is your friend." You will leave her class believing it is.



Tennyson Williams, CCIM, is a Principal Partner of Southpointe Partners, Ltd., an Atlanta-based investment real estate advisory, development, and brokerage firm. He has been involved in the development of over 150 free-standing upscale preschools and retail stores (mainly in the southeastern U.S. and the Caribbean Islands), along with over 4,200 units of single-family and multi-family housing.

COURSE: *CI 102: Market Analysis for Commercial Investment Real Estate.*



Pat Zaby, CRS, CCIM, began his career in 1968 with a bachelor's degree in real estate from the University of North Texas. His contributions to the industry through speaking, teaching, writing and development have earned him the recognition and respect as one of the industry's authorities. He writes the largest and most widely read e-mail newsletter for real estate professionals found at www.patzaby.com. **COURSES:** *CRS 205; Marketing with Microsoft Office.*