



TRUST | INTEGRITY | PERFORMANCE

TOP PERFORMING ACCREDITED REAL ESTATE AGENT AND MORTGAGE BROKER
with an industry-leading sales track record and impeccable reputation for client service delivery

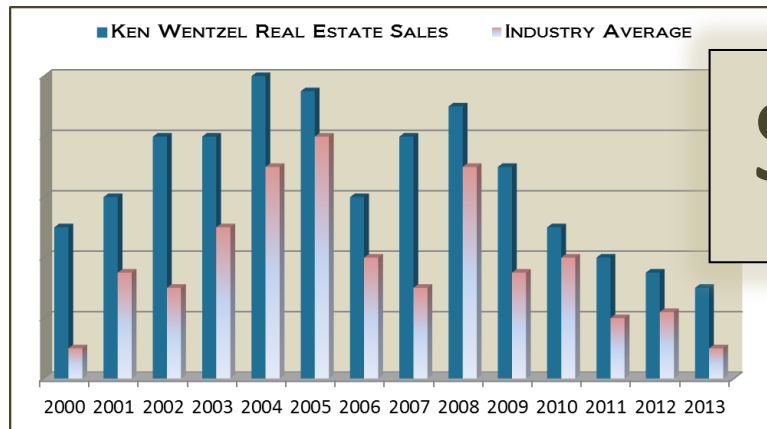
Awarded Gold MLS achieving TOP 3% of sales in British Columbia
Achieved TOP 100 MORTGAGE brokers across Canada multiple times
Sold 917 units with dollar volume of \$906.6M

executive summary

Award-winning, enterprising and highly competitive **REAL ESTATE** and **MORTGAGE PROFESSIONAL** with 25+ years' experience in new home construction, mortgage brokering and real estate sales. Recognized as a trusted industry leader and "go-to" person among industry colleagues. Expert negotiator and client advocate helping clients feel at ease from the start. Passionate professional with unique talent identifying opportunities that bring value to the client and profitability to the business driving customer loyalty, referral and new business opportunities. Motivated by success, positive and engaging people and business opportunities. Targeting winter sales opportunities in high-end resorts or upscale real estate developments Vancouver, Canada.

critical skill set

- Niche Marketing and Sales Expertise
- High-Client Satisfaction
- Impeccable Client Referrals
- Competitive and Success Driven
- Real Estate and Mortgage Expertise
- Trust-Based Relationship Building
- Exceptional Client Follow-Through
- Negotiation and Persuasion
- Polished and Professional Presence
- Multi-Unit Experience/Expertise
- Fluent in English | Mandarin
- Business Development
- New Home Warranty Builder
- Proven Track Record
- New Construction Lending



\$906.6M
dollar volume over 14 years

career abstract

- ACCREDITED FULL-SERVICE REALTOR | 2014 – Present
 - West Vancouver Realty
- MORTGAGE BROKER | 2011 – Present
 - The Mortgage Group Western Region
- ACCREDITED FULL-SERVICE REALTOR | 1999 – 2014
 - Luxury Realty of British Columbia
- LICENSED MORTGAGE BROKER | 1996 – 2011
 - Home Loans Canada | CIBC

"Ken maintains his sense of equilibrium even in the face of extreme time constraints and ever-changing schedules. He is comfortable dealing with a wide variety of clients. His need for high activity level can lead to meeting many new prospects."
-- CEO, Luxury Realty Magazine

career highlights spanning several decades of success

"Proven ability of networking both inside and outside of his industry to help clients achieve their goals. Highly committed with a customer-first focus." Jonathan Spencer, R&M Manager – Mexico

- Full-service mortgage broker offering options in all mortgage needs and reaching the top 150 mortgage sales nationally multiple times.
- New Home Warranty Registered builder, building quality custom homes and supervising major developments driving customer loyalty through outstanding service and attention to detail.
- Utilize innovative strategies to ensure top-quality products including hiring a crane and photographer to investigate a sight line from the water ensuring that waterfront view descriptions were consistent with the advertising.
- In-depth experience in the condominium space entrusted with the **MULTI-MILLION DOLLAR SALES PROCESS** for high-end condominium developers.

SOLD SIX MAJOR CONDOMINIUM PROJECTS OVER A FIVE-YEAR PERIOD WITH VALUES BETWEEN \$7.5M AND \$50M.

- Continued success through high-touch, high-impact client engagement strategies utilizing marketing tools to remain involved with the client over time, ensuring impressive customer retention and loyalty.
- Negotiated unique agreement with mortgage company employer to maintain current real estate license while acting as a full-service broker by leveraging massive and influential professional client network.
- **Condominium projects including 289 units** and sold units in five buildings over five years.
- **Led a team that processed 245+** real estate transactions in one year triggering an award from the MLS system.
- New home construction with George Wentzel and Sons Enterprises Ltd., building quality luxury homes in the West Vancouver area.

"Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time." – Thomas A. Edison

specialties

Home construction, bulk land, mortgages, houses, condominiums, serving individual homeowners and investors of rental properties.

markets

Waterfront properties, high-end condominiums, vacation properties.

licenses and professional affiliations

British Columbia Real Estate Association, Vancouver, British Columbia, CANADA

British Columbia Real Estate Commission, Vancouver, CANADA

Canadian Association of Accredited Mortgage Professionals, CANADA

formal education

Bachelor of Commerce Degree | Ottawa University, Ottawa, CANADA,
~magna cum laude

Master of Business Administration Degree [MBA] | MIT Sloan, Cambridge, MA, US

software and technical skills

Microsoft Office • Salesforce.com Expert User [Blackberry] • MLS Database

"Ken is 'the whole package' when it comes to real estate. His wealth of knowledge for all aspects of the real estate market makes him one of the most highly respected agents in the business. We can say, without a doubt, that Ken is our only choice when it comes to selecting an agent for our many real estate investments."