



TMC  
4807 Bayshore Boulevard  
Third Floor  
Tampa, FL 33611

(T) 813.508.4719  
(F) 813.315.6034  
(E) csopher@mahrcompany.com  
(W) www.mahrcompany.com

## PERSONAL PROFILE

---

**Catherine D. Sopher**

## PROFESSIONAL BACKGROUND

---

January 2008 - Present

### THE MAHR COMPANY

Senior Director / Realtor Associate, Commercial Real Estate Brokerage, specializing in:

- User representation for Office, Medical, Legal and Commercial Properties.
- Owner representation for Office, Medical, Legal and Commercial Properties.

: Services offered in:

- Real Estate Advisory and Consulting,
- Acquisitions and Dispositions,
- Real Estate Portfolio Development and Investment,
- Real Estate Investment Sales & Marketing,
- Asset value enhancement,
- Special projects for clients

January 2007- Present

### Physician to Physician

Chief Executive Officer and Co-Founder, specializing in professional services for Physicians. Assist physicians in relocating to Florida offering a seamless transfer including licenses, credentialing, relocation assistance, real estate investments and financing assistance for Physicians relocating to Florida. Currently serving primarily the Tampa Bay market.

January 2006-  
December 2007

### Prudential Tropical Realty & Century 21 Condon-Meek

Realtor Associate, Residential Real Estate Brokerage, full-spectrum service Real Estate Brokerage. Achieved 2006 President's Circle for Team's 6 Million dollar performance. Specialized in representing residential homebuyers and sellers to meet their real estate goals through residential property ownership including the following:

- Single Family home investment acquisitions
- Primary residence purchases
- Vacation or second home purchases

May 1986-  
October 2006

### U.S. Army Officer, Lieutenant Colonel

(selected for Promotion to Colonel by Department of the Army)

Retired from Special Operations Command, MacDill Air Force Base, FL.

Specialized in Planning, Problem solving, Logistics, Strategic & Operational Business Management and Leadership.

- Supervised from the 5 person team level to the 5,000 person organization level. -Business operations manager for a dispersed 5,000 person company.
- Developed and implemented strategic and operational plans for cyclical work force support of Special Operations Forces missions on military installations and in forward, temporarily assigned locations.

***Commercial Real Estate Services Since 1979***



TMC  
4807 Bayshore Boulevard  
Third Floor  
Tampa, FL 33611

(T) 813.508.4719  
(F) 813.315.6034  
(E) csopher@mahrcompany.com  
(W) www.mahrcompany.com

- Led the concept development and planning for the reorganization and modernizing of the Army National Guard's highest priority major combat organizations (75,000 total personnel). Coordinated the integration and reallocation of resources to include personnel, equipment, facilities, finances/budgets and training to ensure smooth transitions.
- Improved the organization's readiness for widely dispersed operations by developing sustainment plans, anticipating requirements, and implementing the procurement for acquisition, distribution, and maintenance of major equipment primarily communications and electronics (encoded/secure communications, weapon lasers, Global Positioning Systems and Night Vision Goggles).
- Planned, developed and executed various ground, rail and air logistics networks in multiple U.S. locations (including support to civil authorities for disaster response) and abroad for training exercises and military deployments (including in Saudi Arabia, Kuwait and Iraq). Forecasted and expedited logistics support including petroleum, water, perishable food, major equipment, other essential services and commodities in support of 60,000 - 100,000 personnel.
- Operated a warehouse supplying three other wholesale companies and more than 100 direct retail customers with general merchandise.
- Primary instructor and assistant course developer for multiple internal Army planning, disaster or emergency response and logistics courses for military members. Instruction duration ranged from 4 hours to 2 weeks with student load ranging from 12 - 60 individuals.

## PROFESSIONAL EDUCATION

---

2004 - Present

Ed Kopfer School of Real Estate - Sales Associate, FREC Course  
Ed Kopfer School of Real Estate - Mortgage Broker, FREC Course  
Graduate, Realtor Institute Courses:

- Course 1 - Standards of Practice (Common Ownership, Negotiating, Brokerage, Land, Tax, Exchanging, Property Management, International Real Estate)
- Course 2 - Techniques (Investments, Sales/Marketing, Construction & Appraising)
- Course 3 - Real Estate Specialties (Finance, Tax, Contracts, Law, Professional Standards, & Fair Housing)
- Quality Service Certification (Customer/Client Focused)
- GTAR (Greater Tampa Assoc. of Realtors) - Computer Skills Effective, Purchase & Sales Contracts, Ethics.

1995-2004

U.S. Army War College - Strategic Planning, Negotiation & Public Relations Courses (11 months)  
U.S. Army Command and General Staff College - Operational and Strategic Management & Leadership Courses (6 months)  
Logistics Executive Development Courses - Mid-term/Long-term Business Planning, Programming, Budgeting & Executing; Product Life Cycle Management; and Customer Service Operations (4 months)  
Department of Defense (DoD) Emergency Preparedness Course

***Commercial Real Estate Services Since 1979***



TMC  
4807 Bayshore Boulevard  
Third Floor  
Tampa, FL 33611

(T) 813.508.4719  
(F) 813.315.6034  
(E) csopher@mahrcompany.com  
(W) www.mahrcompany.com

### Military Support to Civil Authorities Course (Disaster/Emergency Response)

1986-1994

Various entry and mid-level management and specialty courses (totaling approx. 2 years) to include Quartermaster Basic and Advanced Courses, Air Mobility Planner Course, Vehicle Fleet Maintenance Course, Instructor Certification Course, Aerial Delivery Course (Rigger) and Airborne Course.

### EDUCATION

---

- 2004 **U.S. Army War College**, MS, Strategic Studies, Carlisle, PA
- 1995 **Troy State University**, MBA, Troy, Alabama
- 1986 **Old Dominion University**, BS, Business Administration (Distinguished Military Graduate and Dean's List), Norfolk, VA

### LICENSES AND AFFILIATIONS

---

#### GRI \*

Licensed Real Estate Sales Associate in the State of Florida

Licensed Mortgage Broker in the State of Florida

Member, National Association of Realtors (NAR)

Member, Florida Association of Realtors (FAR)

Member, Florida Gulfcoast Commercial Association of Realtors (FGCAR), (pending)

Member, Women's Council of Realtors (WCR), Tampa Chapter

Member, American Red Cross Tampa Bay Chapter, Red Cross Angel

Member and Volunteer, Girls Scouts of America

South Tampa Committee Representative & Volunteer, Home for the Holidays Foundation (Serving Tampa Bay Families)

Member, Porsche Club of America, Suncoast Chapter

Member, Ducks Unlimited

Member, Coastal Conservation Association

Member, Tampa Bay Watch

Member and Past Chapter Officer, Daughters of the American Revolution (DAR)

Member, Veterans of Foreign Wars (VFW)

Member and Former Chapter Officer, Military Order of the Purple Heart (MOPH)

\* The GRI (Graduate, Realtor Institute) is a national designation awarded by the Realtor Institute through state administered training (FREC) whose course of study meets the National Association of Realtors (NAR) accreditation standards. Real estate professionals who complete the Institute's 3-week curriculum and who successfully complete each of the 3 comprehensive examinations are awarded the GRI.

- The "Master Degree" of residential real estate.