



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

Realtor Associate, Commercial Real Estate Brokerage, specializing in ensuring physicians achieve their real estate and wealth acquisition goals through:

- User representation for Medical Office and Commercial Properties
- Owner representation for Medical Office and Commercial Properties

Offered services include:

- Leasing
- Tenant Representation
- Real Estate Sales & Marketing
- Location and Site Selection

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.
- Led the concept development and planning for the reorganization and modernizing of the Army National Guard's highest priority major combat

Commercial Real Estate Services Since 1979



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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:

- Course1 - 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

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

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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.