



TMC  
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## PERSONAL PROFILE

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**Kari L. Kurtz**

## PROFESSIONAL BACKGROUND

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November 2009 - Present

### The Mahr Company

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.

With services offered in:

- Leasing
- Tenant Representation
- Real Estate Sales & Marketing
- Acquisitions and Dispositions
- Asset value enhancement
- Location and site selection
- Special Projects For Clients

March 2005 - December 2007

### SunTrust Mortgage

Wholesale Account Executive, Tampa, FL. Marketing and sales; training and packaging of and for A-paper and FHA loans, construction-perm and lot loans.

February 2003 - February 2005

### Wells Fargo Home Mortgage

Wholesale Account Executive, Tampa, FL. Developed mortgage banking relationships and new accounts through sales, marketing and referrals, while strengthening existing accounts.

June 1996 - January 2003

### Coldwell Banker Real Estate

Realtor Associate, Tampa, FL. Marketing, pricing, CMA reporting, presentations, financing negotiations, and closings of residential properties.

January 1992 - June 1996

### AEgon Equity Group/Western Reserve Life

Qualified Plans Director/Account Executive, St. Petersburg, FL. Developed a turn-key qualified plan product for mutual fund investments. Directly facilitated the sales, marketing and training of the product and funds for the 401(k) marketplace.

January 1990 - December 1991

### Dun & Bradstreet

Account Executive, Tampa, FL. Sales and marketing for their Pension Services division throughout the State of Florida.

March 1987 - January 1990

### L.J. Hooker Developments

Leasing Agent, Tampa, FL. Responsible for all leasing efforts of three Teir 1 shopping centers.

July 1984 - February 1987

### DUCSO Property Management/Lend Lease Corporation

*Commercial Real Estate Services Since 1979*



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## PROFESSIONAL EDUCATION

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1984 - Present                      Bob Hogue School of Real Estate - Continuing Education Courses

## EDUCATION

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1984                                      University of Tampa, Tampa, Florida

## LICENSES AND AFFILIATIONS

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Licensed Real Estate Sales Associate in the State of Florida  
Series 6 Securities License  
Florida Life, Health & Variable Annuity License