

**SHANNON ROSE**  
KELLER WILLIAMS BAY AREA ESTATES  
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DRE# 01422955

## CURRICULUM VITAE

As a Certified Real Estate Expert and neutral third party in Silicon Valley I have over 20 years negotiation experience. My real estate and venture capital backgrounds have afforded me the knowledge, experience and systems to effectively handle the sale of real property in Family Law cases, including high conflict and domestic violence.

As a licensed Realtor since 2004, my career has focused on providing trusted, expert representation in Real Estate transactions throughout Silicon Valley. Prior to attaining my real estate license, I was a controller for Angel Investors. I was the liaison between investors and start-ups technology companies.

### EDUCATION

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- 1989-1994 - San Diego State University, Accounting / Marketing
- 2003-2004 - Real Estate Principles, Practice and Finance Courses
- 2004 to Present - Completed over 40 real estate courses including subject matter of Short Sales, Foreclosures, Property Valuation, Marketing, 1031 Exchanges, Investment Property Analysis, Purchase Contract
- 2005-2007 - Graduate Realtor Institute
- 2008 - Certified Distressed Property Expert Training
- 2008 - Legal Aspects of Real Estate Course
- 2012 - Real Estate Economics
- 2015-2018 - Expansion Systems Orientation (8 times) - Business Building techniques to expand into other markets
- 2016 - Property Management Course
- 2018 - Divorce Real Estate Institute - Principles Course
- 2018 - Divorce Real Estate Institute - Masters Course

### HONORS AND AWARDS

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- 2005 - Current - Annual and Monthly Recognition Regularly
- 2009 - Current - In the top 1% of Sales

- 2014 - Recognized as the #5 Team Nationally of the 150,000+ Keller Williams Agents

## **TEACHING EXPERIENCE AND INVITED LECTURES**

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### **Teaching**

I teach and have taught courses both locally in Silicon Valley, statewide throughout California as well as on a national level to Realtors. Courses taught range from Negotiations, Marketing, New Agent Training, How to build Rapport, Lead Generation, Personality Profiling, Expansion Systems, all as it relates to Real Estate. The typical number of students ranges from 5-100.

March 2005 - November 2010 - Teaching Staff, KW Silicon Valley, Campbell CA  
 June 2011 - November 2017 - Teaching Staff, KW Cupertino, Cupertino CA  
 December 2017- Current - Teaching Staff, KW Bay Area Estates, Los Gatos, CA  
 2012-2015 - Tom Ferry Real Estate Coach - Coached as many as 31 agents weekly from all over the nation, to help build their business.

### **Invited Lectures**

August 2016 - Keynote Speaker, "Teams Re-worked," Tom Ferry Summit  
 September 2016 - Keynote Speaker, "Boomtown, Technology Re-vamped", Boomtown Ignite Conference  
 October 2018 - Keynote Speaker, "Team Domination Summit," California Association of Realtors (CAR) REImagine Conference

## **PROFESSIONAL DESIGNATIONS**

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### **Senior Real Estate Specialist, (SRES)**

National Association of Realtors

2005 - Current

Seniors Real Estate Specialists® or SRES® designees are REALTORS® qualified to address the needs of home buyers and sellers age 50+.

### **Certified Distressed Property Expert, (CDPE)**

Charfen Institute

2006-2014

As a Certified Distressed Property Expert® (CDPE) I have a thorough understanding of complex issues in a turbulent real estate industry and knowledge of foreclosure avoidance options available to homeowners. CDPEs can provide solutions, specifically short sales, for homeowners facing market hardships.

### **Certified Luxury Home Marketing Specialist™ (CLHMS)**

Institute for Luxury Home Marketing

July 2011 - Current

Members of The Institute who hold the CLHMS designation have **documented performance in the TOP 10%** of their residential markets and have successfully demonstrated their expertise in the luxury home and estate market.

### **Global Property Specialist (GPS)**

Keller Williams Realty International

2014-2017

The Global Property Specialists Division (GPS) provides clients the opportunity to market their listings to an International marketplace. This division represents an exclusive group of International experts to help you reach International buyers – half a world away.

### **Certified Divorce Real Estate Expert (CDRE)**

Divorce Real Estate Institute

2018-current

The Certified Divorce Real Estate Expert (CDRE) puts education first, and as such, we learn and we teach, so that family law communities nationwide are educated on real estate matters as they affect divorce and ultimately the family.

## **PROFESSIONAL AFFILIATIONS**

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2004-Present - Owner & Realtor of The Rose Group at Keller Williams Realty

Silicon Valley Association of Realtors, SILVAR

Santa Clara County Association of Realtors, SCCAOR

California Association of Realtors, CAR

National Association of Realtors, NAR

Santa Clara County Bar Association, SCCBA

Silicon Valley Bar Association, SVBA

## **COMMUNITY SERVICE**

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### **Next Door Solutions To Domestic Violence**

2010-2012 - Served on the Board of Directors for Volunteers, San Jose  
Provides proactive and progressive solutions to domestic violence in Santa Clara County. Offers services to individuals in abusive relationships including: crisis intervention, counseling, legal assistance, emergency shelter for battered women and their children, and intervention program for batterers.

### **Junior League**

Member, 2014-2015 - A charitable organization focused on making lasting community change. Junior League of San Jose (JLSJ) is an organization of women committed to developing the potential of women, improving the community, and promoting voluntarism through the effective action and leadership of trained volunteers.



# DIVORCE REAL ESTATE INSTITUTE

This is to certify that

## SHANNON ROSE

has satisfactorily completed the 10-hour Divorce Real Estate Principles Course,  
40-hour live Divorce Real Estate Master Course, and all other mandatory requirements  
to be hereby declared as a

### CERTIFIED DIVORCE REAL ESTATE EXPERT

as of this day on October 19, 2018.



**Laurel Starks**  
Founder

Divorce Real Estate Institute





INSTITUTE *for*  
LUXURY HOME  
MARKETING®

This certifies that

# SHANNON ROSE

completed luxury home marketing training on

July 1, 2011,

earned the Certified Luxury Home Marketing Specialist™ designation for superior performance,  
achieved GUILD™ recognition for sales at or above one million dollars,  
and is a Member of The Institute for Luxury Home Marketing through  
October 31, 2019



*Sharon D Rose*

HAS SUCCESSFULLY COMPLETED THE DESIGNATION CURRICULUM AND IS HEREBY AWARDED THE

**Seniors Real Estate Specialist® Designation**

BY THE SRES® COUNCIL, AFFILIATED WITH THE  
NATIONAL ASSOCIATION OF REALTORS® DESIGNATION FAMILY.

**April 2005**

DESIGNATION AWARDED DATE



Bob Goldberg, Chief Executive Officer  
National Association of REALTORS®

