

Karen Sharpless, CDRE™

Divorce Real Estate Specialist, Cobb County, South Cherokee, North Fulton, GA Areas
3730 Roswell Rd. Suite 150 Marietta GA 30062
Karen@karensharpless.com
404-409-0501

With more than 20 years of experience serving clients as an accomplished REALTOR, Karen Sharpless is passionate about serving her clients. As a Certified Divorce Real Estate Expert (CDRE), Ms. Sharpless serves family law attorneys and their divorcing clients with expertise, having received extensive training. Her training includes all aspects of real estate in a divorce, the legal process, divorce finance, conflict management, and unbiased communication among the parties. In her capacity as a Certified Divorce Real Estate Expert, she provides fair market valuations, expert testimony, and neutral representation of divorcing clients in the sale of the real property. Ms. Sharpless is also a Certified Luxury Home Marketing Specialist (CLHMS), demonstrating her ability to lead in real estate transactions of all price ranges.

EDUCATION

- | | |
|---|------|
| The Illumni Institute, Master Course Graduate | 2020 |
| <ul style="list-style-type: none">● The Anatomy of Divorce● The Landscape of Divorce Finance● Introduction to Divorce Court● The Ethics of Certified Divorce Real Estate Experts● The Psychology of Neutrality, Bias, and Communication in Conflict● How to Sell a House in Conflict● CDRE Fair Market Valuations | |
| Bachelor of Science | 1987 |
| <ul style="list-style-type: none">● Texas A&M University, College Station, TX● Business Marketing | |

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PROFESSIONAL HISTORY

Keller Williams Atlanta North 2015 – Present

- Real Estate Consultant
- Qualified for Agent Leadership Council (ALC) all years in office. The ALC serves as the decision makers, budget controllers and overall voice for the agent body in the office
- Teach classes through the IGNITE training program for office new agent base
- Creative Marketer of Residential Real Estate with a Repeat and Referral Business

Keller Williams Buckhead 2001 – 2015

- Real Estate Consultant
- Recruited to Keller Williams in 2001
- Qualified for Agent Leadership Council each year
- Awarded Mentor of the year several years

Jenny Pruitt & Associates 2000 – 2001

- Real Estate Consultant
- Handled Relocation Clientele and started to build a book of business

Marketing Specialist 1996 – 2000

- Account Executive
- Food Brokerage Company, Atlanta, GA
- Represent Multiple Brands at Headquarter Level

RMCBS 1992 – 1996

- Account Executive
- Food Brokerage Company, Atlanta, GA
- Represent brands such as Ocean Spray and Lipton at headquarters level to meet quotas
- Market at key store positions

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General Foods

1989 – 1992

Account Executive

- Worked with Retail Headquarters to promote, sell and position products to hit budget numbers.
- Promoted every 18 months.
- Atlanta, GA, Senior Account Executive
- Enfield, CT, Account Executive
- Portland, ME, Account Executive – Territory for store calls, Southern Maine and Southern New Hampshire

Carrington Medical Supply

1987 – 1989

- Sales Associate
- Brooklyn, New York
- Sold wound care products to hospitals, nursing homes and home health care
- Called on physicians, nurses, and plastic surgeons
- Conducted 24 in-service training. Territory was 5 boroughs of New York and upstate New York

PROFESSIONAL MEMBERSHIPS

- Institute for Luxury Home Marketing, CLHMS
- Illumni Institute, CDRE
- Keller Williams Luxury International
- Atlanta Realtors Association
- Georgia Association of Realtors
- National Association of Realtors

CERTIFICATIONS

- CLHMS - Certified Luxury Home Marketing Specialist
- CDRE - Certified Divorce Real Estate Expert
- DPP - Distressed Properties Professional



Certificate of Completion

This is to certify that

Karen Sharpless

has successfully completed the CDRE™ Master Course, including 40 hours of divorce real estate education and comprehensive exam.

MASTER COURSE COMPLETION

as of October 30, 2020

Laurel Starks

Laurel Starks
Founder
The Ilumni Institute

