

**Bero Porter**  
**Certified Divorce Real Estate Expert (CDRE™)**  
Coastal Pacific Real Estate  
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## CURRICULUM VITAE

Bero Porter is a real estate professional who specializes in customizing innovative strategies for sellers, buyers, and investors in San Diego and the surrounding communities. She assists her clients with the sale, purchase, and 1031 Tax-Deferred Exchange of residential and commercial properties in California. Bero differentiates her practice by providing client-focused and process-based transaction solutions. She helps structure her clients' transactions through collaboration with her network of professionals.

Additionally, Bero is a Certified Divorce Real Estate Expert (CDRE™) through The Illumni Institute, equipped to effectively serve divorcing clients of all conflict levels and assist family law professionals as cases move forward. She is also trained in divorce mediation and is a Certified Negotiation Expert (CNE). These qualifications position Bero to best represent divorcing clients as an unbiased neutral third-party and serve as a 730 expert witness, if needed.

Bero also holds a Master's degree in Electrical Engineering. Her management, sales, marketing, and consulting experience combined with her knowledge of the real estate market uniquely qualify her to anticipate the unexpected, mitigate obstacles, and bring transactions to a successful closure.

### **Professional Certifications**

- **Certified Divorce Real Estate Expert (CDRE™) Designation** - The Illumni Institute
- **Certified Negotiation Expert (CNE) Designation** - Real Estate Negotiation Institute
- **Seniors Real Estate Specialist® (SRES®) Designation** - National Association of Realtors® - Seniors Real Estate Specialist or SRES® designees are Realtors qualified to address the real estate needs of clients aged 50 and above
- **Probate and Trust Specialist Certification** - California Association of Realtors®

## **Education**

- **Master of Science** in Electrical Engineering - Northeastern University, Boston, Massachusetts
- **Bachelor of Science** in Electrical Engineering - Northeastern University, Boston, Massachusetts
- **California Real Estate License** CA DRE# 01927724
- **Certified Divorce Real Estate Expert (CDRE™) - Master Program** - The Illumni Institute, Riverside, CA

Premier immersion program taught by judges, family law attorneys, divorce real estate experts, and divorce lending professionals. Graduates grasp the special needs of families during the divorce process bringing unbiased and expert knowledge to all real estate transactions. Topics covered include analysis of divorce process, understanding divorce court, family law ethics and ethics of CDRE, divorce finance, and communication among the parties in high conflict cases.

- **Divorce Real Estate Principles** - The Illumni Institute, Riverside, CA

12-week online learning lab elaborating on different aspects of family law and real estate transactions with focus on relationship building and effective communication.

- **Divorce Real Estate Master Club** - The Illumni Institute, Riverside, CA

Ongoing analysis of divorce real estate case studies, with an emphasis on family law, real estate process, ethics, and communications. Experts in the family law community discuss topics related to each case including conflict resolution, divorce finance, and credit repair.

- **Divorce and Family Mediation Training** - Mosten Guthrie Academy

40-hour divorce and family mediation training provided by Woody Mosten and Susan Guthrie, Certificate of Completion, MC3 approved training, and qualification for membership in Collaborative Practice groups.

- **Preparing for and Litigating a Family Law Trial** - The Honorable James Mangione of the San Diego Superior Court - San Diego County Bar Association
- **Supervised Visitation Network (SVN) Certificate Training**

## **Professional History**

### **Coastal Pacific Real Estate, La Jolla, California (2013-present)**

- As a Certified Divorce Real Estate (CDRE™) professional, build strong working relationships within the family law community, educate the community on the potential of collaboration between real estate and family law professionals in order to provide support and deliver successful outcome to divorcing clients
- Research new markets and closely monitor industry trends
- Prepare comprehensive market analysis with detailed statistical data for buyers and sellers in the area
- Work with investors to analyze their highest Return on Investment (ROI) in sales and purchases of income properties, evaluating 1031 Exchange and Delaware Statutory Trust (DST) options

### **Baltimore Technologies/GTE Cybertrust, Inc., Needham, Massachusetts**

- Security Architect for the organization in the San Diego area. Key member of Cybertrust consulting team. Typical assignments included assessment of an organization's current security infrastructure, identification of customer's needs and requirements, potential secure solutions, design, implementation, and test of the selected approach.

### **GTE Government Systems, Needham, Massachusetts**

- Led systems engineering team responsible for design and development of a simulation system. This system was used to provide simulation and training for the planning and operation of the Mobile Subscriber Equipment (MSE), a multi-billion dollar communications system for the Army. Responsible for team building and conflict resolution, development of system and software requirements, definition of subsystem interfaces, performing risk management, conducting major customer reviews/presentations, customer sell off, schedule, technical issues, and management of a multi-site team.
- Previously led an integration team on MSE. Tasks included generation of test plan and procedures and subsequent testing, coordination and resolution of technical issues, participation in customer review meetings, fielding, operational training, and conducting the final acceptance testing.

## **Awards**

- Recipient of multiple Superior Performance Awards for engineering
- The Leslie Warner Award, GTE's highest technical achievement award

## **Professional Memberships**

- San Diego Family Law Bar Association (SDFLBA)
- San Diego County Bar Association (SDCBA)
- North County Bar Association
- National Association of Realtors (NAR)
- California Association of Realtors (CAR)
- San Diego Association of Realtors (SDAR)
- Society of Women Engineers (SWE)

## **Publications**

Porter, Bero. "Solving the Real Estate Puzzle." *Association of Certified Family Law Specialists (ACFLS) Family Law Specialist Journal*, Winter 2021 edition.

## **Speaking Engagements**

### *Unraveling Divorce Real Estate*

MCLE presented through The Family Law Section of the San Diego County Bar Association (SDCBA), September 2020

### *Solving the Divorce Real Estate Puzzle*

Second Saturday Divorce Workshop presented through Family Law San Diego, APC, June 2020-present



To Whom It May Concern,

Bero's communication style and personal skills have allowed her to build relationships with a number of professional groups in the community. She has served as a volunteer in a number of fundraising events related to school, elder community, and children's projects. She participates in numerous webinars, on-going skill building classes, and looks for new ways to reach and serve her clients. For example, she has earned her certification as a negotiation expert and senior real estate specialist to give her the ability to inform potential clients in her farm regarding any new regulations and laws that may be impacting the residents. She is also planning on additional involvement in a local chapter of the National Association of Divorce Professionals or starting a new chapter to allow her to better serve her immediate community.

Bero is a great team player and always looks forward to working with other agents in the office in their collaborative lead generation and execution efforts. She is very diligent in performing her research on all sales and listings in her area through analysis of public records and title information available to her. She takes special care to understand the needs and wants of every client and dedicates her undivided attention to every detail of the transaction to ensure proper communication amongst all the parties involved in the transaction and a successful closure.

We are very excited to see how she would take on this challenge and look forward to assisting her in any manner possible. I believe that addition of new knowledge on divorce market would be a great way for her to serve the families in her farm and throughout the San Diego community.

Sincerely,

Digitized by  
*Susan G. Forster*  
— THE CLASSICIST

**Susan Forster**  
*Owner / Residential & Investment Property*  
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