

**CHANDRA L. HALL**  
**DREI,MBA,CSP,ABR,CRS,GRI,GREEN,SFR**  
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## **EMPLOYMENT HISTORY**

**Real Estate Broker + Builder + National Instructor and Trainer for ABR, CRS, GRI**  
**Colorado Mesa Realty LLC, Canyon Village Homes, LLC and Chandra Hall Seminars LLC**  
**January 2003-Present**

- + Design, build, and sell residential homes
- + Manage all aspects of real estate business
- + Direct building process from start to finish
- + National instructor in the areas of Listing and Selling, Marketing and Business Planning, Credit and Finance
- + Create and deliver real estate training curriculum

**Real Estate Course Instructor**  
**Kaplan Professional Schools, Colorado Springs + Denver**  
**January 2003-January 2010**

- + Taught pre-license and continuing education courses
- + Trained new teachers in curriculum design and delivery
- + Developed and enhanced course material

**Pre-license Real Estate Course Instructor**  
**Career Education Systems, Kansas City**  
**February 2002-August 2002**

- + Instructed classes of 25-50 people
- + Implemented testing strategies to increase student pass rate

**Residential Real Estate Salesperson J.P. Weigand & Sons, Inc., Wichita, KS**  
**July 1997-August 2002**

- + Produced more than 1 million dollars in sales during first year
- + Specialized in relocation services assisting both buyers and sellers
- + Experienced real estate at every level in a widely-diversified community

**Fundraising Specialist**  
**President, Innovative Funding, Wichita + Kansas City**  
**July 1993-August 2002**

- + Founded and operated a successful fundraising business
- + Collaborated with leaders of corporations and non-profit organizations on campaigns
- + Created promotional literature and business forms to amplify client growth

**Wichita State University**  
**Director of Development + Adjunct Faculty**  
**August 2000-February 2002**

- + Trained volunteers and students in leadership skills to ensure exemplary marketing and soliciting
- + Developed plans and marketing campaigns related to servicing alumni
- + Initiated and maintained relationships with leaders of corporations and organizations
- + Organized and managed large-scale meetings, presentations, and events

**EDUCATION**

Master of Business Administration  
Wichita State University  
May 2000

Bachelor of Science, International Business  
Wichita State University  
June 1995

**LICENSURE**

Active Colorado Broker License – February 2003 to present  
Active Kansas Salesperson license July 1997-February 2002

**MEMBERSHIPS**

Pikes Peak Association of REALTORS®  
Council of Residential Specialists/CRS- practicing Broker Owner and CRS Instructor  
Real Estate Buyer's Agent Council/ABR- Certified Instructor  
Green Resource Council/GREEN  
Pikes Peak Chapter of the Women's Council of REALTORS®- Member and Instructor  
Real Estate Educator's Association (REEA)  
Colorado Association of REALTORS®  
National Association of REALTORS®  
National Speakers Association and Colorado Chapter- President of NSA Colorado 2014-2015