Maura Neill, CRS

REALTOR®, ABR, CRS, e-PRO, MRP, MA

RE/MAX Around Atlanta

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# PROFESSIONAL **EXPERIENCE**

## FOUNDER, CEO Maura Neill & Associates at RE/MAX Around Atlanta

April 2012 - PRESENT

* Founder and CEO of the Buy Sell Live Atlanta real estate team, specializing in boutique-style real estate services Family team, consisting of Maura, her husband/business partner Ben, and her mother, Marilyn
* Active REALTOR® with annual sales range of 50-70 transactions, $20-22 million in volume

## FOUNDER, CEO Maura Neill, LLC - Professional Speaker

September 2012 - PRESENT

* Leadership training for leadership academies, incoming leadership teams, brokerage leadership, and Association staff, as well as outside-the-box approaches to strategic planning for Associations and brokerages
* Specialization in courses on customer service, client retention, and building a real estate business with technology and social media without losing the personal touch
* Military Relocation Professional Certification (NAR/REBAC) – Lead Instructor and Subject Matter Expert
* Capture, Qualify and Convert (ABR/REBAC elective class) – Lead Instructor and Subject Matter Expert
* CE approved instructor in over 30 states, as well as Guam and Canada
* Conference speaker (instructor and/or keynote) at CRS Sell-a-bration, CRS Listing Legends, CRS Buyer Legends, RE/MAX R4, ERA, Crye-Leike, Inman Connect, Inman Agent Reboot, RETSO, Women’s Council of REALTORS®, National Association of REALTORS®, and local and state Associations in more than 30 states
* Facilitator – NAR’s “REthink the Future” Project - 2012-2013

## PREVIOUS EXPERIENCE

* Real Estate Specialist – The Gebhardt Group at RE/MAX Around Atlanta and RE/MAX Greater Atlanta - January 2006 - April 2012
* Assistant to Top Producing REALTOR® - RE/MAX Greater Atlanta - October 2001 - January 2006
* Instructor for Florida State University, University of Phoenix - January 1997 - December 2001
* Gwinnett County Public Schools (Metro Atlanta area) - Reading Specialist - January 2000 - August 2000

**EDUCATION**

## Harvard Division of Continuing Education - Cambridge, Massachusetts – *Managing Yourself and Leading Others* June 2017

## Harvard Negotiation Institute - Cambridge, Massachusetts – *Negotiation Certification*

June 2016 (2-day continuing education)

## Harvard Negotiation Institute - Cambridge, Massachusetts – *Negotiation Certification*

## June 2015 (5-day certification)

## Florida State University - Tallahassee, Florida – *Master of Arts*

January 1997 - December 1999

## Florida State University - Tallahassee, Florida – *Bachelor of Arts*

August 1992 - December 1996

## Florida State University - Tallahassee, Florida – *Bachelor of Music Education*

August 1992 - December 1996

# RPAC COMMITMENT

* RPAC Hall of Fame ($50,000 level - 2021 class
* President’s Circle – 2015, 2016, 2017, 2018, 2019, 2020, 2021
* Platinum R - 2017, 2018, 2019, 2020, 2021
* YPN Pledge completed – 2017
* RPAC Hall of Fame ($25k level) – 2017 class
* Golden R – 2016
* Crystal R – 2015
* Sterling R – 2012, 2013, 2014

# INVOLVEMENT

**National Association of REALTORS**®

* VICE CHAIR -- Federal Legislative and Political Forum -- 2023 (slated to CHAIR in 2024)
* Public Policy Coordinating Committee -- 2023
* Public Policy Coordinating Committee -- 2022
* NAR Director (via GAR) -- 2022
* LIAISON – Public and Federal Issues Liaison for President Oppler’s Extended Leadership Team – 2021
* NAR Director – 2021
* REALTOR**®** University Regent - 2020
* IMMEDIATE PAST CHAIR – Federal Financing and Housing Policy Committee – 2019
* CHAIR – Federal Financing and Housing Policy Committee – 2018
* Public Policy Coordinating Committee – 2018
* VICE CHAIR – Federal Financing and Housing Policy Committee – 2017
* Public Policy Coordinating Committee – 2017
* Fair Housing 50th Anniversary Task Force - 2017-2018
* Federal Financing and Housing Policy Committee – 2015, 2016
* Strategic Thinking Session, CSRE/REBAC Course Re-development (hosted /invited by Ron Phipps) – 2015
* NAR LGBTQ Task Force (REqual) – 2014
* Member Communications Committee – 2014
* Data Strategies Committee – 2013
* Federal Technology Policy Advisory Board – 2013
* Issues Mobilization Committee – 2010

**Council of Residential Specialists**

* CHAIR – Election Guidelines Implementation Committee – 2021
* CHAIR – Election PAG (President Waystack’s Presidential Advisory Group) – 2020
* Strategic Planning Committee – 2020
* DIRECTOR – 2019, 2020
* Finance Committee – 2018
* CRS President’s Advisory Group on Education/CRS Courses – 2017
* VICE CHAIR – Membership Development Committee – 2016
* Strategic Planning Committee – 2014-2016
* Membership Development Committee – 2014-2015
* CRS President’s Advisory Group on YPN – 2013

**Georgia Association of REALTORS®**

* CHAIR -- Housing Opportunity Committee -- 2023
* Executive Committee -- 2023-2024
* CHAIR -- GAR Region Structure Task Force -- 2023
* DIRECTOR -- Board of Directors -- 2023
* VICE CHAIR -- Housing Opportunity Committee -- 2022
* DIRECTOR -- Board of Directors -- 2022
* WIRE (Women In Real Estate) PAG -- 2022
* NAR DIRECTOR -- 2022
* Administration & Operations Committee – 2021-2022
* CHAIR – Special Recognition Committee – 2021
* REALTOR Party Advisory Group – 2021
* DIRECTOR -- Board of Directors -- 2021
* GAR Diversity, Equity, and Inclusion Task Force – 2020-2021 (2-year appointment)
* REGIONAL DIRECTOR – 2019-2020 (2-year term)
* DIRECTOR -- Board of Directors -- 2020
* DIRECTOR -- Board of Directors -- 2019
* CHAIR – Strategic Planning Committee – 2018
* VICE CHAIR – Professional Development Committee – 2018
* Presidential Advisory Group - Fair Housing Initiative – 2018
* VICE CHAIR – Strategic Planning Committee – 2017
* Executive Committee – 2017
* DIRECTOR – Board of Directors – 2017
* CHAIR – Young Professionals Network – 2016
* CHAIR – Presidential Advisory Group on YPN – 2016
* DIRECTOR – Board of Directors – 2016
* VICE CHAIR – Young Professionals Network – 2015
* DIRECTOR – Board of Directors – 2015
* Professional Development Committee – 2014, 2015, 2016, 2017
* Young Professionals Network – 2014

**Atlanta REALTORS® Association**

* VICE CHAIR -- RPAC Committee -- 2023 (slated to CHAIR for 2024)
* Professional Standards Committee -- 2023-2025
* Atlanta REALTORS Political Affairs Committee (ARPAC) -- 2022-2024
* By-Laws Task Force -- 2022
* DIRECTOR – Board of Directors – 2020
* DIRECTOR – Board of Directors – 2019
* DIRECTOR – Board of Directors – 2018
* CHAIR – Leadership Development Program – 2017
* DIRECTOR – Board of Directors – 2017
* VICE PRESIDENT of Member Services – Executive Committee - 2016
* COORDINATOR of CE Instructors for Professional Development Committee – 2016
* CHAIR – New REALTOR**®** Member Orientation Program – 2015
* DIRECTOR – Board of Directors – 2015, 2016
* COORDINATOR of CE Instructors for Professional Development Committee – 2015
* CHAIR – Professional Development Committee – 2014
* Atlanta RPAC Board of Trustees – 2013-2015
* Strategic Planning – 2013
* Professional Development – 2013
* Governmental Affairs & RPAC – 2009-2011, 2013-2014
* CHAIR - RPAC Subcommittee – 2009
* Young Professionals Network – 2013, 2014, 2015, 2016

**400 North Association of REALTORS®**

* DIRECTOR – Board of Directors – 2019
* Secretary/Treasurer – 2018
* CHAIR – Education Committee – 2018

# LEADERSHIP TRAINING

* National Association of REALTORS® Leadership Academy (class of 2016)
* Certified Residential Specialist (CRS) National Leadership Academy (class of 2013)
* Leadership North Fulton at North Fulton Chamber of Commerce (class of 2010)
* Georgia Association of REALTORS® Leadership Academy (class of 2009)
* Atlanta Board of REALTORS® Leadership Development Program (class of 2008)

# AWARDS

* CRS (National) President’s Award – 2020
* Captain of Industry Award – Atlanta REALTORS® Association - 2017
* REALTOR® of the Year – Atlanta Board of REALTORS® – 2015
* CRS Member of the Year – Georgia CRS Chapter – 2014
* Atlanta Board of REALTORS® President’s Award – 2014
* Atlanta Board of REALTORS® Five Star Circle of Service Award (two-time recipient 2014 and 2009)
* Georgia Association of REALTORS® YPN Young Achievers Award – 2013
* RE/MAX Awards:
  + RE/MAX International – Chairman’s Club – 2020
  + RE/MAX International – Chairman’s Club – 2019
  + RE/MAX Around Atlanta – Top 3 Teams (all three categories – volume, transactions, GCI) – 2019
  + RE/MAX International – Chairman’s Club – 2018
  + RE/MAX Around Atlanta – #1 Team (all three categories – volume, transactions, GCI) – 2018
  + RE/MAX of Georgia – #16 Team (statewide) – 2018
  + RE/MAX International – Chairman’s Club – 2017
  + RE/MAX of Georgia – #18 Team (statewide) – 2017
  + RE/MAX International – Chairman’s Club – 2016
  + RE/MAX of Georgia - #19 Team (statewide) - 2016
  + RE/MAX of Georgia – #18 Team (statewide) - 2015
  + RE/MAX Around Atlanta – #2 Team (transactions) – 2015
  + RE/MAX Around Atlanta – #4 Team (volume, GCI) – 2015
  + RE/MAX International – Platinum Club – 2015
  + RE/MAX Around Atlanta – #19 Team (statewide) – 2014
  + RE/MAX Around Atlanta – #2 Team (all three categories – volume, transactions, GCI) – 2014
  + RE/MAX International – Platinum Club – 2014
  + RE/MAX Around Atlanta – #1 Team (all three categories – volume, transactions, GCI) – 2013
  + RE/MAX International – Platinum Club – 2013
  + RE/MAX International – 100% Club – 2009, 2010, 2011, 2012

**ADDITIONAL EDUCATION / LEARNING OPPORTUNITIES**

## HarvardX *“Leaders of Learning”* Completed April 2018

*“*[*Contract Law -- From Trust to Promise to Contract*](https://drive.google.com/file/d/1mSVlW0f0SctdeUJI0mZfQYsCLqMf46OP/view?usp=sharing)*”*Certificate earned/completed June 2018

*“CitiesX - The Past, Present and Future of Urban Life”*Completed June 2018

# PHILANTHROPY

## Long-standing philanthropic relationships (since 2012) with a number of local and national charities to which I donate a portion of every commission. These groups include, but are not limited to: Angels Among Us Pet Rescue, Children’s Healthcare of Atlanta, Children’s Miracle Network, Cure Alzheimer’s, Give a Goat, North Fulton Community Charities.