

Gary J. Hill, CDRE™

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CURRICULUM VITAE

Gary Hill is a Certified Divorce Real Estate Expert™ handling the sale of real property in family law cases. With 12 years of experience as a licensed REALTOR® in the Austin, Texas area, and more than 35 years of experience in high-tech engineering and sales management, Gary has a proven track record of successful problem solving and negotiation skills. His vast international experience working with corporations in Europe, Africa, and the Middle East has resulted in superb global communication skills, which he applies to all his client interactions. In fact, his focus on customer service has been Gary's greatest competitive strength, having helped sellers and buyers with more than \$50M in real estate sales — with a 100% client satisfaction rating.

As Gary's expertise has matured, he's taught classes in decision-making, contract negotiations, and other real estate related-topics at his brokerage to assist other agents to fast-track their businesses. As a CDRE, Mr. Hill acts as a neutral and unbiased third party to help divorcing homeowners navigate often sensitive and complex real estate transactions.

CERTIFICATIONS

Certified Divorce Real Estate Expert (CDRE™)
The Illumni Institute

Apr 2022 - present

- Anatomy of Divorce
- Divorce Court 101
- The Psychology of Neutrality and Bias
- The Ethics of CDREs
- Qualifying as an Expert
- The CDRE Listing Model
- Landscape of Divorce Finance
- How to Sell a House in Conflict
- CDRE Fair Market Valuations

Gary J. Hill, CDRE™

Luxury Home Marketing Specialist 2016
Certified Negotiation Expert 2011

EDUCATION

Masters in Business Administration

- Double Major in Marketing and Finance
- *University of Texas at Arlington* 1978 - 1982

Bachelors in Mechanical Engineering

- *General Motors Institute (Kettering University) in Flint, Michigan* 1969 - 1974

Real Estate License

- Texas A&M University - Commerce 2009

Continuing Education

- Code of Ethics 2021
- Pricing Unique Properties, Legal Update I & II, Paperless Transactions 2020
- Wills & Trusts, Home Inspections 2019
- Legal Update I & II, Power Database 2018
- Anatomy of a Lawsuit, Advanced Property Resource, Investment Analysis 2017
- Pricing Strategies, Legal Update I & II, Certified Luxury Home Marketing Specialist, Using Stats in Real Estate 2016
- Social Media, Consumer Finance Protection Bureau 2015
- Legal Update I & II, Ethics, Residential Mortgage Lending Planning for Success 2014
- Winning Listings, Matrix Quick Start 2013
- Certified Negotiation Expert, Real Estate Appraisal, Legal Update I & II, Ethics 2011

PROFESSIONAL BACKGROUND

REALTOR®
Pure Realty

May 2014 - present

Gary J. Hill, CDRE™

- Over \$40M in real estate sales volume
- Volunteered for training new agents to help them fast-track their success

REALTOR®
Solis Realty

Aug 2009 - May 2014

- Over \$10M in real estate sales volume

Director of Strategic Sales
Sierra Wireless

Oct 1999 - Apr 2006

- Negotiated \$15-\$30M contracts for products and professional services with Verizon Wireless, AT&T, Sprint, and T-Mobile
- Managed Regional Sales and Professional Services Managers producing over 82% of total corporate revenues

Market Development Manager, Senior Account Executive
BellSouth Wireless Data and (formerly) RAM Mobile Data in Woodbridge, NJ

Oct 1993 - Oct 1999

Manager National Accounts and Senior Account Executive
Synon, Inc. in Atlanta, GA

Apr 1992 - Oct 1993

Regional Sales Director and Account Executive
Wang Laboratories in Frankfurt, Germany

Jul 1985 - Mar 1992

Independent Mechanical Engineering
Design Consultant in Arlington, TX

Oct 1974 - Jul 1985

TEACHING EXPERIENCE

Win/Win Negotiation

2018 - 2021

Mastering the Open House

2018 - 2020

Commission Tracking with Excel Spreadsheets

2017 - 2020

Decision Making

2017 - 2019

Gary J. Hill, CDRE™

PUBLICATIONS

The Home Buying Process (for prospects and clients only) 2020 - 2022

AWARDS

Yearly Sales Awards for Quarterly and Annual Production 1986 - 2022

MEMBERSHIPS

National Association of Realtors	2009 to present
Texas Association of Realtors	2009 to present
Austin Board of Realtors	2009 to present
San Antonio Board of Realtors	2020 - 2022
Highland Lakes Board of Realtors	2022
USGA - United States Golf Association	
University of Texas at Arlington Alumni	
Sigma Chi Fraternity	