

Brian R Dixon

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WWW.Jupe.Com

Professional experience

Real Estate Loan Agent, First Security Loan Corporation, Novato, Work with Realtors, existing clients, and referrals in securing Real Estate Financing for their specific needs. I produce a newsletter about every six weeks covering market information and loan programs. This newsletter is geared towards the general public, as well as the Real Estate community and local press I do all of the designing and writing using desktop publishing software.

October 1992 to present

Real Estate Loan Agent, Novato Mortgage , Novato, Worked with Realtors, existing clients, and the general public in obtaining Real Estate financing. Helped with marketing and managing the office. Wrote and helped put together a TV commercial. Decided to join First Security Loan Corporation for their support and size giving a much greater loan selection. and service for my clients.

January 1990 - October 1992

Real Estate Loan Agent, Regency Financial Group, San Rafael, Established relationships with the Real Estate community. Became a member of the Novato Chamber of Commerce. Began writing a newsletter every other week specifically towards Realtors. Utilized the phone and personal contact in establishing relationships. The company went out of business in December 1989

March 1989 - December 1989

Loan Representative, The Hammond Company, Santa Rosa, Began my career in the Real Estate Finance industry. Learned products and ways to sell. Began to establish relationships with people in the Real Estate community throughout Marin. This company was to open a Marin branch, which I was to be in. Due to market conditions, they decided not to.

October 1988 - March 1989

Associate Marketing Director, Crittendon Publishing , Novato, Responsible for marketing of six national Real Estate publications, ad design, mail list acquisition, and printing/mail production. Performed marketing surveys, and utilized Lotus 1-2-3 in preparing spreadsheets.

June 1987 - September 1988

Associations and Memberships

- Member of Board of Directors of COTS (www-cots-homeless.org) - Currently President
- Member of the Board of Directors of the California State Racquetball Association
- Director of Junior Racquetball at Petaluma Valley Athletic Club (www.pvac.com)
- Certified Advanced racquetball Instructor—AMPRO

Education

- Passed Real Estate Brokers exam May 1988
- Bachelor of Science degree in Business Administration, California State University, Sacramento - May 1987— Concentration in Real Estate and Land Use.
- Associates of Arts degree, Santa Rosa Junior College- January 1985
- San Marin High School, Novato 1982