

RECEIVED
BOARD OF SUPERVISORS
EL DORADO COUNTY

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2010 SEP 15 AM 10:29

APPLICATION FOR APPOINTMENT TO COUNTY
COMMISSIONS, COMMITTEES OR ADVISORY BOARDS

This form is used for consideration of appointments made by the County Board of Supervisors. Please complete front and back of this form and attach a resume if available. Return completed form to the Clerk of the Board of Supervisors, County Government Center, 330 Fair Lane, Placerville, CA 95667.

1. Date: 09/13/2010
2. Committee, Commission, Board or principle area of interest:
Real Estate, Finance, Parks and Recreation, Sports and Athletics
3. Application by: Matthew Brozek
4. Resident of Supervisorial District: El Dorado Hills/El Dorado County
5. List all County board, commissions or committees of which you are now or have been a member. Indicate dates of service.

None Yet.

5. Summary of qualifications related to group(s) listed above. (What experience or special knowledge do you bring to your area of interest?)

10 years experience in Real Estate and Finance.

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6. Affiliations with professional and/or community groups.

Sacramento Association of Realtors
Rolling Hills Church(El Dorado Hills), Member
El Dorado Hills Little League, Coach
Chief Executive Officer-3R Development(Non-Profit)
Chief Financial Officer-Arms of Love World Ministries

7. Why do you seek appointment?

Any entry level appointment. I am looking to get involved and serve my community.

8. Applicant's Name: Matthew Brozek
Address: _____
Mailing Address: _____
Phone: _____

9. Occupation & Title: Real Estate Broke/Vice-President
Employer: El Dorado Realty Group

10. Other Remarks:

Appointees to Boards, Commissions or Committees are not considered to be County employees for purposes of benefits, such as Workers Compensation, health insurance, etc.

Matthew Brozek
Signature

09/13/2010
Date

Matthew P. Brozek

Residential and Commercial Real Estate Broker

Summary of Qualifications

Versatile, results-orientated, sales professional with extensive experience in sales, sales management, financial sales, and residential and commercial real estate. Demonstrated customer service excellence, business acumen, and strategic planning ability. Posses a collaborative approach in leadership with the aptitude to foster team-orientated environment while imparting knowledge to others on how to increase productivity. Utilize diverse property sales tactics, including qualification, persuasion, strategy, proposal, and closing. Armed with solid communication and interpersonal skills to establish and maintain rapport with clients and staff. Proficient in Microsoft Office tools. Core competencies include:

- | | | |
|-----------------------------|-------------------------|------------------------|
| - Sales/Marketing | -Prospecting | -Market Research |
| -Leadership | -Operational Management | -Negotiation/Mediation |
| -Client Analysis/Management | -Contracts/Leases | -Executive |

PROFESSIONAL EXPERIENCE

El Dorado Realty Group, El Dorado Hills, California • 2008 to present

Broker/Real Estate Investments

Real Estate Broker and Investment Consultant. Prospecting and generating real estate sales and finance opportunities. Focused on real estate investment, REO/Foreclosures and Bulk REO/Distressed Assets.

- Set company record for first month production of 8 deals.
- Formulate investment strategies for Real Estate investors to maximize returns in their portfolios.
- Facilitate \$500M in transactions in REO Bulk Purchases and distressed asset packages
- Work with Hedge Funds, Private Equity Groups, and Private Investors

River Oak Capital, Inc., Folsom, California • 2005 to 2008

President/Owner

Started, developed, and grew National Mortgage/Real Estate Company. Oversaw sales operations of 50+ team members. Created strategies to maximize quality and sales proficiency. Analyzed markets/ pipelines and adjusted processes as necessary. Expedited closings by underwriting deals and liaising with clients. Conducted sales / underwriting training programs

- Achieved productivity within first 3 months in business.
- Implemented innovative marketing and sales programs that generated over \$4million in revenue in first year.
- Grew operations to 2 divisions and managed over 50 employees.

AMC MORTGAGE SERVICING, Rancho Cordova, California • 2000 to 2005

Branch Manager

Oversaw branch operations and 26 employees. Created strategies to optimize revenues and processes. Developed and led sales and training programs. Cooperated with clients on closings.

- Generated \$27M within first 3 months production, establishing company record. Subsequently generated \$40m, and then \$43M in monthly production, establishing new company record.

- Earned consecutive Manager of the Month, Manager of the Quarter, and Manager of the Year Honors. Earned annual trips to Vegas, Bahamas, and Super Bowl. Featured in a National Campaign as one of four, top managers nationwide.
- Developed and facilitated 7 of my own team members to positions of higher management.

**Charles Schwab, Inc. Folsom, California/Paine Webber, Sacramento, CA • 1999 to 2001
Investment Advisor**

Managing accounts and investment strategies for large client base.

- Sales generation via cold calling, seminars, and investment clubs.
- Developed thorough understanding of financial markets.
- Mastered art of Consultative Sales Process.

EDUCATION

*Bachelor of Science-Business Administration
Concentration-Finance
California State University, Sacramento*

ADDITIONAL DEVELOPMENT

California Real Estate Brokers License, Sacramento Association of Realtors

Chief Executive Officer, Non-Profit-3R Development, Inc

Chief Financial Officer, Non-Profit- Arms of Love World Ministries