

Robert Vafaie

**Vice President and Broker In Charge CCIM and GRI
Prudential Iwado Realty, Inc.**

Statement of Purpose

To provide the very best real estate service, sales, management, marketing, supervision and expertise; covering all aspects of the business: brokerage, management, development, and consulting while emphasizing building solid, long term client relationships.

Skills and Expertise

- Certified Commercial Investment Member (CCIM) highest designation NAR issues (see: www.ccim.com/content/what-ccim)
- HI State Real-Estate Brokers License obtained in 2007, CA Brokers License 1992.
- HI State Real-Estate Salesperson License obtained in 2004, CA Salesperson License 1989.
- Millions of Dollars of Sales in Closed Transactions and over a million SF of property managed.
- Specialized skills from more than 18 years of experience include: all aspects of operations of a full service real estate company including: Residential, Multi-Family, Commercial, Condo, Retail, Industrial, and Land Sales with Leasing, Investment, Business Opportunity, Residential and Commercial/Property Management, Operations Supervision, Budget Implementation, Minor Land Subdivision, Development, Project Supervision, County Process/Entitlement/Permit Mediation, Consultation, Contracting, Political Advocacy, Human Resources, and Running of All Aspects of a Real Estate Company, Property, and Operations.

Work History and Ethics

- Prudential Iwado Realty, Inc., since March 2006, VP and BIC, specializing in Maui commercial, industrial, residential, investment, special projects (Oversight of Central Maui and Wailuku Self storage), supervision of management team for all commercial and industrial properties on Maui and island of Hawaii, development and implementation of budgets, CAM, and reconciliation, acquisitions, Brokerage supervision as BIC for Commercial Sales, Leasing and Residential departments, operational manager for all PIRI business concerns such as human resources, insurances, franchise responsibilities, agent retention and recruitment, training, employee policy and procedures, marketing and web design, contract review, drafting, and implementation, construction supervision, and key client maintenance.
- Sales Associate, Jim Sanders Realty, Inc., 2004-2006, specializing in Maui residential sales, listing, and investments.
- President, Robert Vafaie and Assoc. Inc., since 1994, a Full Service Brokerage and Property Management Firm, utilizing Asset Preservation, Tenant Relations, and Integrity as key operating principles.
- Full Time Real Estate Broker with Keeler-Dilbeck Realtors/Commercial Group 1990-1994.
- Named Commercial Salesperson the Year 1993, Keeler-Dilbeck Realtors.
- Named Commercial Division Manager at Keeler-Dilbeck Realtors in 1992, responsible for review of all Commercial Accounts, Advertising, Education, and Sales Force.
- Previous: humble slave to family business enterprise, youthful entrepreneur (ask) and 10 years with Dimensional Graphics, an Architectural Signage Company, as Sales Manager with Accounts in Southern California, in charge of New Business, Marketing, Design, Construction, Installation, and Client Follow Through.
- Owner/Operator of Sports Bar in Glendale, 1989-1991.

Education

- Certified Commercial Investment Member (CCIM) highest designation NAR issues (see: www.ccim.com/content/what-ccim)
- Graduate Realtor Institute (GRI), 1991, an advanced training course sponsored by the National Association of Realtors.
- Graduated from U.C.L.A., BFA, in 1989.
- Attended Overseas Program through Boston U., studied abroad at The University of Madrid, Spain, in 1985.

Personal Accomplishments

- Owner of personal residences, rental units, side business and Happily Married with Beautiful Wife and Lovely Daughter.
- Certified Scuba Diver, advanced Surfer, Motorcycle Rider, Snow Boarder, Computer Literate, Golfer, Excellent Handy-Man from years of property management experience, published writer in trade magazines, traveled through Europe, Asia, Pacifica, and the Americas, well read, gourmet, Spanish speaking and if you agree, a sense of humor.

Professional Committee and Volunteer Work

- 2004 to Present: Volunteer for Habitat for Humanity RAM and currently Maui County Committee Member: Naming of Streets, Parks, and Facilities.
- 1996: President - Los Angeles County Boards of Realtors (a political advocacy and private property rights organization representing over 33,000 Realtors in Los Angeles County), Board of Directors - Foothill Association of Realtors
- 1995: Board of Directors - Foothill Association of Realtors, Vice-President - Los Angeles County Boards of Realtors (LACBOR), CRE/PAC-R/PAC Committee Chair - Foothill Association of Realtors, Member Budget and Finance and Governmental Relations Committee F.A.R.
- 1994: Board of Directors - F.A.R., First Vice-President - LACBOR, Member Budget and Finance and Governmental Relations Committee F.A.R., Commercial Forum Member - California Assoc. of Realtors
- 1991-1993: F.A.R. LGR Rep. to C.A.R., F.A.R. Long Range Plan Committee, LACBOR - Executive Committee Member, formed Regional Governmental Relations Committee bringing together the Political Leadership of F.A.R., Glendale, Burbank, and Pasadena Associations' of Realtors, member La Canada Chamber of Commerce, La Canada City Business Support Committee member. Keynote Speaker - Glendale Community Forum

Final Words

Live, Eat, and Breathe Real Estate. Build a good reputation, and a strong client relationship, and plentiful business will naturally follow. Innovate, never Imitate. Nothing is more important to Work than Honesty, Loyalty, and Dedication. Nothing is more important to Life than Family and Friends. Maui No Ka Oi!

www.mauiproperty.com and www.iwadorealty.com