**JOHN HLOOM**

123 Park Avenue, Knoxville, TN 37996

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***Results-driven real estate and insurance development manager with significant industry knowledge, expertise, judgment, and a passion for excellence.***Developed unique methodologies, mindsets and formulas for success. Real estate experience includes residential and commercial in urban and suburban settings. Skilled at negotiations, complex deal structures and legal documentation associated with transactions, construction and asset ownership. Excels at strong, long-lasting business relationships built on trust, credibility and the delivery of value.Fully prepared to provide the strategic vision and operational leadership needed to bring a real estate venture to its full potential.

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| * Program Development
* Deal Structures
* Engineering Approval Process
* Economic Development
 | * Financial Analysis
* Estimation
* Equity & Debt Forecasting
* Multiple Project Supervision
 | * Negotiation
* Deal Structures
* Subcontractor Management
* Best Practices
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# EXPERIENCE

***Real Estate Agent***

**REAL ESTATE, LLC** 2009 – 2015

Licensed as (State) Residential Real Estate Sales Agent. Marketed and sold residential real estate throughout the central Connecticut. Provided professional guidance, working with buyers and sellers through all phases of making one of the most significant financial decisions of their lives.Assisted in closings.

* Organized and successfully implemented Open Houses.
* Effectively prospected for new leads, maintaining a self-motivated and goal-oriented mindset

***Insurance Agent***

**INSURANCE FIRM** 2004 – 2009

Marketed and sold a diverse range of insurance and annuity products and programs to eleven insurance counsels, comprised of 1,000+ members, with full responsibility for the development and management of business. Collaborated with strategic partners, including attorneys, in presenting informational and promotional seminars. Utilized consultative sales approach – conducting individual sessions with members and their families, identifying their needs and designing/delivering customized solutions based on available product line. Employed a sales system, with initiatives in every phase of the sales process.Maintained organized files of sales transactions, meeting high standards of documentation of confidential information.Received continuous training on products and procedures in the industry, necessary to maintain state licensing.

* Up-to-date knowledge of all products including life insurance, long-term care insurance, disability insurance, fixed annuities (qualified and non-qualified), IRA’s, SEP’s, and 403b’s.
* Achieved consistent high rankings in virtually every measurement of sales productivity and client retention.
* Provide consistent added value to council leadership. Advised and assisted councils in attaining Star Status – meeting demanding metrics in multiple areas of production and retention.

***Real Estate Agent***

**PROPERTIES MANAGEMENT** 2000 – 2004

Strengthened skills in sales, customer service, communication and administration, supporting the efforts of a real estate investor. Utilized in-depth knowledge of contracts and real estate law to work with clients on prospective home purchases. Researched home buyer data.