

# Sherry Swenson

3781 Hillcrest Rd. • Dubuque, IA • 52002 • (563) 542-1611 (m) • email [shernst@mchsi.com](mailto:shernst@mchsi.com)

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## \*WORK EXPERIENCE

**ReMax Advantage Realty** (April 2005 - Current)  
*Realtor/Sales Associate*

**Dubuque, IA**  
*April 2005 – Current*

**American Realty** (Oct. 2000 - April 2005)  
*Realtor/Sales Associate*

**Dubuque, IA**  
*Oct. 2000 - April 2005*

**Prudential Freidman Realty** (July 1997 – Oct. 2000)  
*Realtor/Sales Associate*

**Dubuque, IA**  
*July 1997 – Oct. 2000*

\* Each office affiliation was a decision and foresight to improve production and income. This plan held true with each move.

### ◆ *Duties Performed at all Offices:*

- Liaison between approximately 280 Realtors/Brokers in Dubuque on various transactions.
- Negotiate on behalf of clients with the goal of meeting or exceeding the client's expectations.
- Liaison between:
  - lenders
  - home inspectors
  - title companies
  - relocation companies
  - attorneys

To make certain each party is on task and timing is coordinated to ensure all deadlines on the contract are successfully executed.

- Prepare detailed market analysis on properties to determine value.
- Ensure all liens have been released and clear title is given to purchases at time of closing.
- Prepare financial closing statements which include:
  - mortgage payoffs
  - prorating of property taxes
  - all expenses associated with selling a home

### ◆ *Individual Strategies as an Independent Contractor:*

- Provide leadership and direction to clients
  - both purchasers and sellers
  - new construction and existing homes
- Ensure Customer Service and performance consistent with client needs.
- To ensure success continually improve:
  - marketing strategies
  - personal promotion
  - self development
- React to changes in the local Real Estate market and educate clients in order to guarantee each client a successful transaction.
- Pre-condition buyers and sellers in order to educate and prepare clients for the process of buying or selling a home.
- Prepare and negotiate a marketing strategy with each seller to meet individual needs and expectations.
- Develop a local reputation as a leader that can add value to the community and the lives of clients.
- Currently affiliated with the number one office in Real Estate sales for over 18 years in Dubuque.

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## EDUCATION

Northeast Iowa Community College: Peosta, Iowa  
Dates Attended: Aug. 1993-Dec. 1995  
University Wisconsin Platteville, Platteville, Wisconsin  
Dates Attended: Jan. 1996-May 1996  
Clarke College; Dubuque; Iowa  
Dates Attended: Aug. 1996-May 1999  
Bachelor of Arts: Finance  
Graduated: May 1999  
Licensed Realtor/State of Iowa, 1997

## ACTIVITIES, HONORS, & CIVIC INVOLVEMENT

Million Dollar Producer in Real Estate Sales	2008
Board of Directors/Dubuque Multiple Listing Service	2008-2009
Multi-Million Dollar Producer in Real Estate Sales	2007
Multi-Million Dollar Producer in Real Estate Sales	2006
Multi-Million Dollar Producer in Real Estate Sales	2005
Million Dollar Producer in Real Estate Sales	2004
Multi-Million Dollar Producer in Real Estate Sales	2003
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Million Dollar Producer in Real Estate Sales	2000
Million Dollar Producer in Real Estate Sales	1999
Million Dollar Producer in Real Estate Sales	1998
Million Dollar Producer in Real Estate Sales	1997

## References

Greg Miller  
John Deere Dubuque Works  
(w) 563-589-6509  
[MillerGregoryG@JohnDeere.com](mailto:MillerGregoryG@JohnDeere.com)

Mike Ackerman  
John Deere Dubuque Works  
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Klein Custom Homes  
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