

**Cami Stein**  
**DRE LICENSE #01127208**

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(818) 522-4487

**Summary**

Experienced Swim official who goes the extra mile to learn and apply the knowledge to serving the LSC to continue its honored traditions and move into the future with technology and procedures. Utilize my business acumen to bring forth ideas for improving the business of running the LSC.

**Notable Achievements**

- Nationally N3 Certified Referee, Starter, Chief Judge and Stroke and Turn Official
- N2 Mentor and Evaluator for Referee, Starter, Chief Judge and Stroke and Turn Officials
- USA Certified Dive Official/working on FINA certification
- Worked Nationals, Open, Junior Nationals and the Pro Series all around the USA by personal invite
- Multi-Million Dollar Producer several years running. Residential and Commercial achievements
- Successfully closed 18 sides of transactions in one month.
- Strong rapport with customers, resulting in numerous referrals.
- Excellent Customer Service, with clients and institutions.

**Professional Experience – Running my own business for 29 years**

**Southern California Swimming, Secretary, 2017-Present**

*Local Swim Committee for USA Swimming Governance of competitive swimming in Southern California*

- Stepped in as LSC Secretary when the elected secretary moved out of state.
- Attended virtually all the meetings for SCS in the past 3 years.
- I was one of the people in charge of a Special Vote we had in 2020, created and executed that vote successfully.
- Set up most of our zoom meetings, and our online voting procedures.
- Take the minutes and produce them to be posted on the SCS website.
- Made myself knowledgeable about our bylaws and Robert's Rules of Order, and Parliamentary procedure.

*L.A. Citi Properties – Matthew Green Broker*

**Salesperson, 2013-Present**

- After 17 years with the same broker, I just changed as my previous broker got ill.
- Actively working with asset management companies, distributing assets in Southern California.
- Maintain my properties with personal care. Put all utilities in my name and pay accordingly.
- Utilize RES.NET, Quandis, LPS, Equator and MLS PRO.

*HLS Realty/Joe Berry Real Estate Co.*

**Salesperson, 1996-2013**

- Multi-million-dollar producer, several years running.
- Sold millions of dollars' worth of REO's.
- Manage my own properties, have my own services. Put all utilities in my own name and pay all the bills.
- Visit each of my properties, 3 times per week, including weekends. I am very hands-on with all of my business.

*Coldwell Banker Sherman Oaks, CA*

**Salesperson, 1995-1996**

- This is the office that I started selling REO properties. Learned the ropes of the REO business.
- Selling about 3-7 properties per week, after the 1994 Northridge Earthquake.
- Negotiated all my own deals and developed quite a large list of bank clients and investors.

*Re/Max Woodland Hills, CA*

**Salesperson, 1994-1995**

- Examined and evaluated prospective commercial and residential properties.
- Responsible for making offers, closing deals, and initiating resale activity.
- Negotiated final sale prices with buyers. This is where I learned the REO business.
- Did almost 10,000 BPO's during my 2 years with the company. All BPO's were for no pay, for experience.

*Century 21 Albert Foulad Realty*

**Sales Agent, 1991-1994**

- Started my Real Estate Career here. Did all my initial training and learning of the business.
- Became a Multi-Million Dollar Producer, 1993-1994. Prepared residential purchase and sales agreements. Followed through with the escrows until completion.

**Education and Training**

Nationally Certified Swim Official

State of California - Real Estate License, 1991

High School Swim/Dive Official

USA certified Diving Official

Proficient in Microsoft Word

Attended UCLA