

# Diane Terry's Professional Profile

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1623 W Broadway Place Ardmore OK 73401 | 580.465.3738 | miditerry@gmail.com

## Career Mission (currently on sabbatical)

With humble, practical, broad and extensive work experience; I am re-entering the workforce aspiring to be part of a powerful team of professionals. I carry a full spectrum of professional and business skills from the sales and service arena as well. I am described as resourceful and playfully competitive while respecting proven systems, regulations and strategy. With positive energy, I see myself as predisposed to pioneer more expedient paths; studying boundaries with adaptability and finding benefit in many directions. My offer? Decades of balance and wisdom from many aspects of a working environment defaulting to pragmatism.

## Education

Currently Licensed as Texas Real Estate Sales Person; Successfully completed Real Estate Trade School with numerous finance, business, negotiation, closing and brokerage courses and am dedicated to continuing education. 2018 Nationally Certified Mortgage Field Service Inspector. Currently enrolled Barnes Real Estate School Moore Oklahoma.

## Authoritative strengths

### MANAGEMENT, MARKETING & COMMUNICATION

- Strong entrepreneur tendencies: cold calling, speaking to small groups and writing presentations.
- Proficient in examining legal documents, proposals, commitments, policies & supporting documents.
- Respected in circles of influence and interactions with engineers, attorneys, and other professionals.
- Skilled at creation of manuals, organizing and executing training sessions for on-site or web-based groups.
- Supervising and training employees, maintaining business financials, auditing files and production reviews.
- A lifetime of experience in marketing, sales, servicing, asset management and customer service relationships.
- Expedient 'start up' operations. Including branding, canvassing and pathing cooperative marketing blueprints.
- Managing productions of my own real estate business to impact the community with a wide range of benefits.
- Historically successful and courageous in meeting new challenges with confidence.
- Budget analytical, production oriented, pipeline and adverse effect tracker, mismanaged account repair person.
- Advanced negotiation strategies & etiquette with exemplary knowledge in pre-game planning & result techniques.

**\* Accomplished \* Balanced \* Creative \* Dependable \* Energetic \***

## Achievements

### LED AND MANAGED 13 DALLAS BRANCH OFFICES

Closing departments at STM Mtg a National Mortgage Co. producing, servicing and selling of Mortgage loans during some of the most transitional financial times in American history.

### RESEARCHED, ESTABLISHED AND IMPLEMENTED NEW QA SYSTEM

Quality Control Director and Closer over a five-state region of Empire of America, a national wholesale corporation

### PLANNED AND EXECUTED EVENTS

Successfully crafted blueprints for, organized coordinated efforts with and energized execution of the following collaborative events: training sessions, conferences, special benefits, open houses, trade shows, contests, utilization review, special committees, and educational presentations.

## **DISCOVERED, LEVERAGED AND EFFECTIVELY MARKETED SALES STRATEGY**

Successfully carved out a niche' market for myself and stretched resources to maintain a positive cash flow with a personal average of five thousand dollar a month overhead. Taking care of my clients were my priority and ethically, my fiduciary duty. My most productive month was August 2007 grossing \$75k. Incidentally that was the month that global finances began to show signs of market instability and although I was on the path to consistently listing and maintaining approximately four million-dollar listing pipeline as a 'Real Estate Associate'; the market indicators were signaling otherwise. These shoestring operations along with constant customer contact and counseling clients catapulted myself in a mere few years to the top few percent in the nation in numbers closed that month and with consistent closings earned the 'Masters Ruby Award' with the Number 1 in the World Century 21 office in 2007.

## **RECREATED AND REINVENTED**

Flexibility is a must in our ever-changing world in the wake of change. The real estate bubble was threatening everyone connected to real estate and then some. A need for an emergency plan coupled with the yearning to reinvent ourselves as a husband and wife team was the perfect life boat for us if we encountered a sinking ship event. Our transferable skills would give us a chance to spend more time working together along with the income we needed to reorganize and pull forward once again. We accented some complementary qualities and implemented a marketing plan that would prove a quick return in a field that sought after our loyal characteristics. We persevered with hope and were troopers in a relentless environment as the fail-safe plan was put into action and executed with precision. Sadly, I had accurately pinned indications precluding the devastating meltdown of the investment banking industry in the United States and subsequent stock market collapse. Re-surfacing with accomplishment and awareness.

## **Career Synopsis**

### **ESTATE MANAGER | GODDARD INVESTMENTS | 2009 TO CURRENT**

As Co-manager, I report to the mother of the President and CEO of Goddard Investments with ranch reports, organize vendor activities, keep maintenance at best capacity and work as sous chef for my husband, a gourmet chef. Feel free to visit the website I created to explain more about the discriminate needs that are met: <https://www.miditerry.com> Having won credibility and established an ethical relationship of confidence with our client family we currently monitor and manage operations where success depends on an arsenal of talents to pull off such impactful events.

### **TOP PRODUCING REALTOR – DALLAS | CENTURY 21 MIKE BOWMAN, INC. | 2001 TO 2008**

Real estate sales person and consistent multi-million-dollar producer for world recognized Century 21 Mike Bowman, Inc. in Grapevine Texas rising to the top producer in just a few years. Please ask me how I did it.

### **CLOSER & LEGAL LIAISON – DALLAS | CLOSELY ASSOCIATED FAMILY OF ATTORNEY'S AND MORTGAGE COMPANIES | PRIOR TO 2001**

Real estate law and legal conveyancing - Responsible for legal doc prep, auditing and quality control liaison under the supervision of an attorney: Beadles, Newman and Lawler, Et al – Fort Worth Tx and Shanks Tritter, Ledbetter; Peirson & Patterson – Dallas Tx

Real estate full spectrum knowledge - Mastering multiple retail and wholesale positions navigating through mortgage companies dealing with local government conventional and subprime markets; as well as the standard advertising, marketing, processing, closing, selling and servicing of residential mortgages.

Immediate Past VP Membership & Ambassador to Toastmaster Pathways. Programmatic Volunteer OK Dept of Corrections. Meyers Briggs Personality Test: "The Consul" Code: ESFJ-A Role: Sentinel Strategy: People Mastery

**PROFESSIONAL REFERENCES ARE AVAILABLE  
UPON REQUEST**