

DONALD C. BULLOCK

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Senior level Executive with demonstrated success in all facets of real estate, marketing, development, sales and management. Proven ability to lead and direct development programs from initial concept through selling product or service to end-users. Grew and managed a *Start-Up Company* from \$100,000 in sales to \$5 million in four years. Effective in supervising and managing key accounts for high net worth individuals and firms. Experience in training and directing effective sales teams. Hands-on computer knowledge and data base marketing techniques.

PROFESSIONAL EXPERIENCE

THE FAR POINTS GROUP, Orlando, FL April 2004 - present
Full Service Commercial Brokerage Company specializing in land sales to Central Florida builders and developers

President

- Responsible for commercial and investment sales, leasing, listings and brokerage for the company throughout Florida and Southeast.
- Responsible for land sales to production homebuilders throughout Central Florida, to include feasibility studies, DRI compliance, demographics and development issues.
- Responsible for the Acquisition / Disposition of real estate assets for private and institutional clients.

REBMAN PROPERTIES, Maitland, FL 2000 - 2004
Multi-million dollar full-service commercial, industrial and investment real estate Brokerage Company. Manages Cabot Industrial 2,000,000 sf portfolio as well as the Crowne Pointe Industrial Park for the Collier family.

Senior Broker

- Responsible for commercial and investment sales, leasing, listings and brokerage for the company throughout Florida.
- 5 million dollars in sales under contract and closed in 8 months. Assisted in the development of company's web site.
- Responsible for financial sales analysis, marketing brochures and all company computer software and maps.
- Responsible for land sales to production home builders throughout Central Florida, to include feasibility studies, DRI compliance, demographics and development issues.
- Responsible for the Acquisition / Disposition of real estate assets for private and institutional clients.

MICRODECISIONS, Orlando, FL 1997 - 2000
Million Dollar Company that supplies "cutting edge" computer technology, on-line and over the Internet, to the real estate industry.

Regional Sales Manager

- Increased sales by 45% in first four months and added 150 new accounts.
- Established new business accounts with all major residential and commercial real estate offices in Central Florida.
- Prepared, planned and trained a new sales force to market company's products.

TRANSAMERICA, Sacramento, Ca. 1992 - 1997
A division, of a 40 billion dollar company that specializes in real estate information and maps delivered by CD-ROM.

Regional Sales Representative

- In first 90 days became the number two representative in the country and consistently in the top ten nationally.
- Conducted sales and service presentations to all real estate offices throughout the state of Florida.
- Participated in trade shows, real estate seminars and new product development.

SOLOMON TRADING COMPANY, Scottsdale, AZ. 1989 - 1992
\$5 million dollar company that distributed fine art nationally, with branches in San Diego and galleries in "Old Scottsdale".

President

- Recruited, trained and managed sales staff of 30.
- Developed fine art catalog and opened (2) art galleries in San Diego, Ca and Scottsdale, AZ.
- Reduced operating expenses 18% and increased profits.
- The company became a public company, with stock trading on Philadelphia Exchange.

DIMUCCI DEVELOPMENT OF FLORIDA, Ormond Beach, Fl. 1987 - 1989
A billion dollar private real estate Development Company, specializing in shopping centers, apartments and single family homes.

President

- Responsible for all real estate acquisitions throughout Southeast, including \$20,000,000 (Plantation Bay, Fl)
- Recruited, trained and managed sales staff to market luxury single-family homes, condos and commercial properties.
- Reduced operating expenses by \$150,000 and renegotiated all existing contracts to increase profits by 35%.

HEATHROW REALTY, Heathrow, Fl. 1985 - 1987
\$50 million gated community, by Jeno Paulucci, with championship golf course, two club houses, luxury homes, and offices.

Division Manager

- Increased sales 25% annually: with the sale of large single family and patio homes, office leasing and sale of land.
- Assisted in establishment of the real estate office and sales force, for the sale of residential and commercial property.
- Conducted various sales presentations, model home design and individual Paulucci family projects and investments.

SOUTHMARK EQUITIES, Atlanta, Ga. 1983 - 1985
The Southeast acquisition branch for a \$2 billion dollar REIT.

Vice-President

- Closed over \$90 million in apartment and shopping center transactions throughout the southeast in 18 months.
- Traveled over 200,000 air miles throughout the Southeast and Midwest purchasing investment properties.
- Negotiated letters of intent, prepared financial analysis, and purchase contracts for "public and private syndication."

THE BULLOCK COMPANY, South Bend, In 1978 - 1983
A full service marine and accessory distribution center.

President

- Annual sales volume in excess of \$5,000,000.
- Introduced first computerized sales and inventory system, the IBM System 3 in Northern Indiana.
- Managed and directed a staff over 20 people.
- Sold to over 1,000 Marine, OEM and Commercial accounts in 5 states.

BULLOCK/GRIFFINS MARINE & HARDWARE CO., South Bend, In 1968 - 1978
One of the largest marine & Hardware distributors in the country.

President / Branch Manager

- "Distributor of the Year"; distributed OMC parts and accessories; Chrysler Marine engines and parts; Polaris snowmobiles and parts; Nissan diesel engines and parts; Volvo Penta marine engines and parts; Bridgestone motorcycles and a complete line hardware parts, paints and accessories.
- Developed and published a 450 page marine accessory catalog, that received "Catalog of the Year" recognition.
- Managed a 7 man outside sales force, which represented over 10,000 items, 250 vendors and 2,500 accounts in 6 states.

Past President Roseland Rotary, Who's Who in the Southeast, Past President South Bend Jaycees, Michiana President's Club; Member Greater Orlando Association of Realtors; Central Florida Commercial Real Estate Society- Technology Director 2001-2003; Central Florida CCIM chapter-Land Director 2001-2003; Member National Association of Realtors and Florida Association of Realtors; National Notary Association; Member- Special Forces Association and the American Legion.

EDUCATION

University of Notre Dame, Notre Dame, IN
Miami University, Oxford, OH
Real Estate Broker Licenses:

Graduate School (Economics 21 hours)
Bachelor of Science (General Business)
Florida (active); Arizona, Georgia, Indiana (inactive)
Earned CCIM designation 1979.
Graduate of John F. Kennedy Special Warfare School,
7th Special Forces Group (Abn)
Graduate US Army (Airborne, Jungle and Engineering Schools)

SKILLS

- Able to communicate effectively with managerial and professional personnel as well as end users.
- Able to make professional oral and written presentations
- Able to exercise sound independent judgement and make hard decisions.
- Success in dealing with high-net worth individuals and corporate clients.
- Computer literate: Microsoft Office, Word, Excel, PowerPoint, Internet Explorer, Firefox, Outlook, Windows 7 & Vista.