
MICHAEL GREEN

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-----PROFESSIONAL SUMMARY -----

Experienced owner and president of a real estate, mortgage and insurance company with a strong background in financial management services.

Long history of serving educators in the greater Los Angeles area (Los Angeles Unified School District, Los Angeles Community College District, and Los Angeles area charter schools).

Since the opening of the first charter school in Los Angeles, has been instrumental in identifying viable insurance options for charter school employees.

Engaged by Housing and Urban Development (HUD) after the 1994 Northridge Earthquake to promote, list and sell HUD properties to unburden the Los Angeles real estate market.

Appointed by former Los Angeles City Councilmember Richard Alarcon to the Community Redevelopment Board after the Northridge Earthquake as rebuilding efforts in the cities of Pacoima and San Fernando were prioritized and implemented.

For over 20 years, has served on the Board of CIS, a school and community services based non-profit organization, which provides assistance to families throughout the San Fernando Valley.

Served on the Fenton Avenue Charter School Council of Councils from 1994 to 2008 and member of the San Fernando Board of Realtors from 1989 to present.

-----SKILLS -----

- Strong community relations
- Community leader
- Budgeting and finance expertise
- Operations management experience
- Strong interpersonal skills
- Sound judgment
- Approachable
- Strategic thinker

-----WORK HISTORY -----

President, Current (since 1995)

Michael Green Reality and Investment - Granada Hills, California

Sole owner of real estate, mortgage and insurance business serving Southern California:

- Represented buyers and sellers of developed and undeveloped properties.
- Guided clients from beginning to end of buying and selling process.
- Advertised client properties through various media.
- Showed properties to potential buyers and other brokers at open houses and by appointment.
- Generated listings for sales and rental properties through cold calls and referrals.
- Accompanied buyers and sellers to their home inspection and appraisals.
- Negotiated, facilitated and managed real estate transactions.
- Continually stayed up-to-date on mortgage rates and related real estate news
- Developed and maintains long-lasting relationships for clients.

Insurance Broker, Current (since 1990)

Michael Green Investment Services, Inc. – Granada Hills, California

- Provided quotes and educated potential clients on insurance options.
- Met with prospective customers and business owners in their homes, businesses and other settings.
- Followed up with customers on unresolved issues.
- Reported policy changes.
- Conducted annual reviews of existing policies to update information.

Associate Broker, 1994 to 1995

Fred Sands Realty – Northridge, California

- Delivered positive, effective sales presentations.
- Met all monthly and quarterly sales goals.

Realtor – 1989-1994

Park Regency Realty – Granada Hills, California

- Showed properties to potential buyers and sellers.
- Generated listing for sales and rental properties.

Insurance and Financial Services Provider – 1986 - 1990

United Resources – Los Angeles, California

- Advised clients on insurance and financial needs.
- Provided Mutual Fund and 403b planning and acquisition to educators.

Insurance Agent – 1982 - 1986

Insurance Services – Northridge, California

- Offered insurance options to clients.

-----**EDUCATION AND LICENSES**-----

California State University, Northridge

- Major: Music

Licenses:

- California Real Estate Broker
- California Mortgage Broker
- California Insurances

-----**REFERENCES**-----

Tony Cardenas

United States Congressman

Alex Padilla

California Secretary of State

Dr. Tyree Wieder

Interim Chancellor (post-retirement), Los Angeles Community College District

President (retired), Los Angeles Valley College

Irene Sumida

Executive Director, Fenton Charter Public Schools