

Jan O'Brien – *Business & Life Coach, Trainer, Blogger, Facilitator, Speaker*



Jan O'Brien has over 25 years of leadership, training, business and coaching experience. She was born in Boston, MA the eldest of five children and moved to Atlanta, GA at the age of 10. After graduating from the University of Georgia with a B.S. degree in Education, she served 8 years in the U.S. Army as an officer and Blackhawk helicopter pilot.

In November 1992, Jan joined Prudential Americana Group, REALTORS in Las Vegas as a real estate salesperson and soon thereafter joined the leadership team as a sales manager and later as a Broker Manager of a branch office of over 200 licensees. As Director of VIP Services for Prudential Americana, she facilitated the development and implementation of a leadership and team-building model to support the company's business- to-business model. Jan has provided business coaching and consulting to over 100 top producing sales executives and teams to establish and use effective business and real estate systems. From 2007-2009, she served as the General Manager for Prudential Americana, responsible for recruiting, coaching and leadership training of the management team and 6 branch offices. In April of 2008, Jan took on the additional responsibility of being the Broker-Manager of the company's second largest branch of over 270 sales executives. In 2008, the company closed 5,963 units, \$1,495,985,427 in Sales Volume and recruited 124 agents. In 2008, the company ranked 8th in Prudential network of 650 brokerages. The Green Valley Branch ranked 5th in the Prudential network of over 1,600 offices.

In July 2009, Jan started her own training, coaching and consultant business. Her clients include individual real estate agents, team leaders, brokers and small business owners. She also partnered with Steven Kitnick Seminars to teach the 8-hour Certified Short Sale Professional Designation Course. As of January 2010, Steve and Jan have certified more than 500 Nevada real estate professionals as CSPs. Jan has been blogging and active on a variety of social networks since 2006. She provides training and social media marketing consulting to assist real estate professionals and small business owners with integrating New Media (blogs, social networking sites, social media) into their business plan.

Jan is a certified master practitioner of Neuro-Linguistic Programming, Hypnotherapy and Time Line Therapy. She is also an approved instructor for the Nevada Real Estate Commission for a series of real estate training classes, real estate blogging, and broker management courses.

Jan lives her passion and personal vision - to inspire, educate and empower others to discover and achieve their full potential.

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Blogs

www.JanOBrien.com Real Estate Coach

www.Business-Blog-Consultant.com Blogging and Social Networking for Business

www.ArtandScienceofTeamBuilding.com Real Estate Agent Team Building Strategies & Systems

www.ShortSaleProfessionalNetwork.com Membership-based social network created and supporting our CSP graduates

Social Networking Sites

Facebook: <http://www.facebook.com/jan.obrien>

Twitter: <http://twitter.com/janobrien>

Active Rain: <http://activerain.com/blogs/jano444>

Flickr: <http://www.flickr.com/photos/jano444/>

LinkedIn: <http://www.linkedin.com/in/janobrien>