

# JAN O'BRIEN

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## PERSONAL VISION

I inspire, educate and empower others to discover and achieve their full potential.

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## EXPERIENCE

2009 to Present Business/Life Coach, Blogger, Trainer, Facilitator Las Vegas, NV

- Provide business and life coaching services, customized training, and workshops to individuals, entrepreneurs and companies. Specialty areas include real estate business systems, agent team building, exit strategy, effective brokerage operations, recruiting strategies, management training, social media marketing, blogging for business, online reputation management and branding, running your business like a business.
- Maintain several blogs and social networking sites, online training resources
- Conduct business training, internet and social networking classes and workshops.
- Instructor for 3 HR Continuing Education class on Real Estate Blogging & Social Networking – Approved by Nevada Real Estate Division.
- Instructor for Certified Short-Sale Professional designation course (2009).

2006 to 2009 Prudential Americana Group, REALTORS Las Vegas, NV

*General Manager/Branch Manager*

- Responsible for leadership and management training of 6 branch office management teams and company recruiting and retention programs
- In 2008, company closed 5,963 units, \$1,495,985,427 in Sales Volume and recruited 124 agents. Ranked 8<sup>th</sup> in Prudential network of 650 brokerages. Green Valley Branch ranked 5<sup>th</sup> in the Prudential network of over 1,600 offices.
- Responsible for the management, training, coaching and retention of approx. 270 Residential & Commercial Sales Executives.

1996- 2006 Prudential Americana Group, REALTORS Las Vegas, NV

*Branch Manager*

- Responsible for the management, training and retention of over 200 Residential Sales Executives in an 18,500+ sqft branch office for Nevada's largest and most productive real estate brokerage.
- Branch office earned Prudential's Pinnacle Office award in 2002 and 2003 for being one of the Top 10 offices in the network for Closed Units.
- Certified by the Nevada Real Estate Division to teach continuing education courses for Americana's Advantage Training Series; and (2) 6-hour Law/Ethics Courses – "A Good Defense" and "A Question of Ethics"
- Developed and implemented the *Gateway to Success* Coach program – a 90-day sales development training program for new associates.
- Developed a Management Training Program for the company to identify, develop

and train potential managers and leaders.

1993–1996      Americana Group, REALTORS BH&G      Las Vegas, NV  
*Sales Manager*

- Assisted Branch Manager in all administrative, recruiting, retention and training responsibilities for a real estate office of over 100 sales agents.
- Increased total sales staff from 65 to over 100.
- Implemented training course for new recruits as well as continuation training for seasoned agents.

1992–1993      Americana Group, REALTORS BH&G      Las Vegas, NV  
*Sales Executive*

- Earned membership in the Bronze Medallion Club by closing over 1 million in sales volume for two consecutive years.

1984-1992      United States Army      USA, Germany  
*Commissioned Officer – Captain*

- Professionally trained aviator – helicopter maintenance test pilot.
- Developed and implemented effective company-level training programs. Responsible for budgets, inventory and maintenance of equipment valued over 100 million dollars.
- Served as Detachment Operations Officer for Beirut Air Bridge Mission based in Cyprus; flying in support of the US Embassy in Beirut, Lebanon.
- Served successfully in challenging leadership positions culminating as Commander of a 70-person aircraft maintenance company. Trained, motivated and led units to achieve or surpass all goals.

## EDUCATION

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1980–1984      University of Georgia      Athens, GA

- **B.S., Education**
- Certified Short-Sale Professional, March 2009
- Certified Master Practitioner of NLP, Hypnosis & Time Line Therapy(TM), July 2008
- Certificate, Managing People for Maximum Productivity, CRB 504, Real Estate Brokerage Managers Council, 1999.
- Certificate, Instructor's Development Workshop, Real Estate Educator's Association, 1997.
- Graduate REALTOR Institute (GRI), 1995
- Certificate, Senior Management Training, U.S. Army Combined Arms and Service Staff School, 1991.
- Certificate, Maintenance Manager/Maintenance Test Pilot Course, U.S. Army, 1990.
- Certificate, Rotary Wing Aviator Course, U.S. Army, 1985

