

# BEVERLY TAKI

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## PROFESSIONAL EXPERIENCE

California Real Estate Licensee (25 years) Real Estate Broker: #01049561

Missouri Real Estate Broker's License: #2010042573

President, Broker

07/06-Present

**Seabreeze Estates Realty/Beverly Taki, Inc.**

- ♦ Launched and developed a new cost effective real estate brokerage, training 10 agents to excel during a changing and uptrend shift for generation 2012 success with ultimate technology and customer service.
- ♦ Conformed to the changing market conditions and shifts in consumer behavior by working by mobile, utilizing social networking, videos, and Internet marketing tools to capture the client locally despite location of agent.
- ♦ Guides investment clients towards attaining profits in rental properties, as a 22-year landlord/investor.
- ♦ Represented numerous condo project/apartment owners in lease-ups from 36 to 186 units.
- ♦ Real Estate author/writer for online publication, Malibu.patch.com

Sales Manager/Leasing, Marketing and Sales Consultant/Realtor®

07/06-Present

**Villa Malibu, Malibu, California**

- ♦ Recruited by the Carlyle Group to lead the sales team to market and sell Villa Malibu's 68 condominiums priced from \$900,000 to \$1,895,000. Lead in-house sales team of five, marketing team of ten.
- ♦ Developed a plan that reflected the market conditions and lead the business plan change from sales to leasing to meet financial goals of ownership.
- ♦ Launched multi-housing lease-up with 8 floor plans for high end, luxurious and elegant leasing community.
- ♦ Lead an in-house leasing team, guiding and motivating them to reach their goals of their job descriptions.
- ♦ Collaborated with marketing, advertising and PR professionals to reach the Realtor® community.
- ♦ Developed and managed the outside marketing outreach program to the Westside real estate agents.
- ♦ Analyzed market conditions and developed market trend reports to demonstrate profitability.
- ♦ Ensured the completion of lease administration, transaction review for all contracts & addendums.
- ♦ Offered extensive Internet marketing provided unparalleled Internet presence, generated traffic to property.
- ♦ Shows property for sale at over \$70 million to high-end investors and senior level management.
- ♦ Collaborates on annual expenditures, achieving greater profit for the ownership on a \$4 M annual budget.

Leasing and Marketing Consultant/Realtor®

**Blu Beverly Hills, Beverly Hills, CA**

- ♦ Exclusive Realtor®, Blu, luxury for lease residences, serving affluent & sophisticated demographics.
- ♦ Owned by the Carlyle Group, similar responsibilities as Villa Malibu above, except with a 36 unit building.
- ♦ Collaborates on annual expenditures, achieving greater profit for the ownership on a \$1.6 M annual budget

Sales and Marketing Consultant/Realtor®

1989-07/06

**Coldwell Banker, Malibu, California**

- ♦ Earned President's Circle Award, representing top 13% of sales associates internationally.
- ♦ Achieved yearly multi-million dollar sales volumes, listed and closed an escrow in 2 days, record breaking.
- ♦ Negotiated numerous sales and lease contracts, writing documents that consummated into escrows.
- ♦ Skilled negotiator, excels at drafting purchase offers & residential leases for high end Malibu properties.
- ♦ Created and implemented numerous personal public relations and custom property marketing campaigns.
- ♦ Represented high profile clientele; entertainment industry personalities and corporate executives.

Association Executive

2003 & 2004

**Malibu Association of Realtors®, Malibu, California**

- ♦ Restructured & enhanced the real estate careers of a nearly 1,000 member local trade association.
- ♦ Served as liaison to the association owned regional MLS with 10,000+ members.
- ♦ Increased the membership numbers and annual revenue for every year in office.
- ♦ Modernized, automated and computerized the organization, leading to cost savings benefits.
- ♦ Incorporated public relations and membership recruitment campaigns.
- ♦ Charged with accounting/bookkeeping: balance sheets, profit & loss, reconciliation & yearly budgets.
- ♦ Recruited, hired, oriented, trained, and motivated personnel; responsible for reviews, promotions for 3 employees and 12 board directors.
- ♦ Assisted board in formulation of missions, goals, objectives and related policies.
- ♦ Energized volunteer board members and mobilized membership

## EDUCATION

### **University of Missouri, Columbia, Missouri**

Bachelor of Science in Education

1976

### **University of California, Los Angeles, California: Extension Courses**

Extension Certificates in Real Estate and Broadcast Journalism

1989, 1991-1993

### **Pepperdine University School of Law, Straus Institute for Dispute Resolution**

Certificate Degree in Dispute Resolution

2008-2011

## ORGANIZATIONS/LEADERSHIP ROLES

- ◆ Malibu Association of Realtors®: President 1998 and 2001  
Board Director 1993-2002
  
- ◆ Beverly Hills Greater LA Association of Realtors®: Member since 2006  
**Public Policy Committee, Governmental Affairs, Centennial Club Member** 06-2008  
**Communications/PR Committee, Chairman** 07-2008
- ◆ American Association of Family and Consumer Sciences/*Los Angeles Group*: President, 1991
  
- ◆ Corral Canyon Safety Committee/HOA Group: Co-Founder- 1999  
**Lobbied against CA Coastal Commission on overnight camping**  
**Lobbied City of Malibu on one lane road construction/ one lane bridge (twice)**
  
- ◆ Malibu Villas Owners Association, led volunteers President 02-04
  
- ◆ Combined Westside LA Multiple Listing Service (**CLAW**) Board Director, 1997 & 2000  
**Association owned/Regional MLS** Shareholder, 1998 & 2001
  
- ◆ National Association of Realtors®  
Golden R Member of Political Action group  
Twice served as voting delegate
  
- ◆ California Association of Realtors®, state director for 8 years  
Expo, LGR, Land Use, Membership, MLS, Strategic Planning, & Nominating Committee Member  
Regional Chairman, Region 17
  
- ◆ Operation Recovery 2007, founder and leader of 56 families who lost their homes 11/07-Present

## DISPUTE RESOLUTION

- Operation Recovery Justice 2008-2010
  - A two-year court battle to prosecute the men charged with setting Corral Canyon on fire in 2007, thus losing 52 homes in Corral, destroying families both financially and emotionally.
  - Led the victim's group along with the LA County District Attorney's Office which successfully prosecuted with prison time and court awarded restitution exceeding 26 million dollars for victims, pro bono work. Experienced with dealing with the strained emotions of the victims and their anger.
  
- Mediation Resolution 2009  
Featuring a real estate multi-party disclosure dispute, resolved within 2 hours.  
**Santa Monica, CA**
  
- Real Estate Brokerage present  
Daily and weekly dispute resolution between buyers and sellers, agents and co-operating agents  
**Malibu, CA**
  
- Los Angeles County Bar Association present  
Member of Attorney Client Mediation and Arbitration Services Committee, Fee-Arbitration Panel  
**Los Angeles, CA**