

# Connor T. MacIvor - Paris911® Team Founding Member

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## **Paris911® TEAM LEADER - REO ASSET AND REAL ESTATE PROFESSIONAL**

**PROFILE** A seasoned professional and effectual leader:

- Ten years of strong inside/outside sales experience and running a full-time team
- Master of REO accounts and a thriving Real Estate Business
- Extensive cold calling experience
- Powerful but gentle closing abilities
- Passion for gaining personal relationships with clients including asset managers, pre-marketers, eviction coordinators and law firms coordinating evictions

## **EMPLOYMENT**

1998 – Present **Sales Professional** RE/MAX International

Paris911® Team Leader effective on developing a “Relational” business model proven effective in all Real Estate markets to date with Corporate, Bank and Individual client representation.

Organize meetings with new and established clients and perform sales presentations that provide clients with information about RE/MAX International and RE/MAX of California and Hawaii while advising of the advantages with developing The Paris911® Team concept. Follow up with owners to answer questions and resolve concerns. Paris911®’s employs on time verification of occupancy, broker price opinions and full market advertising of Bank and Private Assets. Generate referrals and build personal relationships with each client and close sales by explaining and signing contracts. Expansive base encompassing Four full Boards of Realtors Memberships: Los Angeles C.L.A.W., Ventura County Coastal Association of Realtors V.C.C.A.R., Southland Regional Association of Realtors S.R.A.R. (Paris911® Headquarters), and Antelope Valley Board of Realtors A.V.R.E...

Paris911® incorporates Adobe 9.0 and other advancements for a “Green” paperless product providing the security of Digital signing. We employ a full-time and ever growing staff to adjust to the demands of our clients whether private or corporate. Paris911® is technologically driven to embrace the needs of our clients and to get fast and secure results with the handling of their assets.

### *Key Achievements*

- Paris911® Frequently earns recognition for top sales performance, client retention and care
- 2005, 2006 and 2007 awarded RE/MAX’s Prestigious “Platinum Club” award.
- 2007 indoctrinated into RE/MAX’s “Hall of Fame”.
- Closed 95% of all deals
- Proven capability to build a successful Real Estate business and establish a full time staff prior to resigning from the LAPD

1990-2007 **Police Officer** Los Angeles Police Department

While remaining a Level 1 L.A.P.D. reserve officer, Connor developed along with the LAPD’s community approach to Law Enforcement. Working all four bureaus in the City of Los Angeles, Connor’s understanding of the geographical layout of Los Angeles and the surrounding communities coupled with “other” associated factors complement his Real Estate skills. Certified as an instructor for the City of Los Angeles in the following: D.R.E. (Drug Recognition Expert Instructor), H.I.T.S. (Handgun Instructor), S.I.T.S. (Shotgun Instructor), G.I.T.S. (Glock Instructor), and Radar/Laser Instructor.

## **EDUCATION**

Studied Political Science and Law Enforcement at Eastern New Mexico College  
Graduated top of his class from the Los Angeles Police Department’s Police Academy  
Completed over three hundred hours of sales training