

Randy R. Templeman

ABR, CRB, CRS, GRI, PMN, e-PRO, SRES

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Real Estate Broker

10/01 - present [RealtyUSA, 1121 Front Street, Binghamton, NY 13905-1116](#)
Associate Broker

Sales and marketing of residential and investment properties. Responsibilities also included recruiting and sales management. Finished 2006 as the number one associate in the company in sales to buyers and total closed transactions.

7/97 - 10/01 RE/MAX renaissance realty, Vestal, NY 13850
Associate Broker

Sales and marketing of residential and investment properties. Ranked in the top 40 out of more than 1,000 RE/MAX agents in New York for closed transactions in 1999 and 2000.

7/92 - 7/97 Coldwell Banker George T. Decker, Endwell, NY
Training Director, Associate Broker

Presented FastStart training on a regional basis as a Coldwell Banker University nationally certified instructor, presented weekly professional development activities, prepared market research reports and new advertising strategies, expanded business opportunities, installed and maintained computer hardware and software.

7/89 - 7/92 PREMIER Group, Vestal, NY
Principal Broker, Owner

Activities: sales training for real estate firms and home builders, educational seminars, strategic marketing design, market research, mystery shopping, and customer assessment surveys.

9/81 - 7/89 J.B. Goodwin, REALTORS®, Austin, TX
Associate Broker (11/84-7/89), Salesperson (9/81-11/84)

Sales and marketing of residential and investment properties, *plus*

- company training instructor from 1982 to 1989
- extensive new home builder marketing and sales
- obtained and serviced third party relocation and REO accounts
- prepared over 2,700 written valuation reports for HUD from 3/88-5/89
- numerous performance and leadership awards

Featured Speaker

2005 *Tioga County Chamber of Commerce Annual Economic Forecast*
2003 *Broome County Chamber of Commerce Annual Economic Forecast*
1992 – present *public real estate seminars on behalf of 20+ lenders and civic groups*

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Educational Awards

- 2005 **PMN** Designation – *Performance Management Network*
Women’s Council of REALTORS®
- 2004 **SRES** Designation – *Seniors Real Estate Specialist*
Senior Advantage Real Estate Council
- 2003 **e-PRO** Certification - *Certified Internet Professional*
- 2003 **AWhD** Certification – *At Home With Diversity*
- 1998 **CRB** Designation - *Certified Real Estate Brokerage Manager*
Council of Real Estate Brokerage Managers
- 1996 **ABR** Designation - *Accredited Buyer’s Representative*
Real Estate Buyer’s Agent Council
- 1987 **CRS** Designation - *Certified Residential Specialist*
Council of Residential Specialists
- 1986 **GRI** Designation - *Graduate, REALTOR® Institute*
- 1979 **BBA** Degree - *Bachelor of Business Administration, Marketing*
University of Texas, Austin, Texas
- 1974 **AAS** Degree - *Associate in Applied Science, Marketing Management*
Broome Community College, Binghamton, New York

Current Memberships

[National Association of REALTORS® \(NAR\)](#) and the
[Real Estate Buyer’s Agent Council \(REBAC\)](#)

- REBAC Hall of Fame (inducted 2001)

[Women’s Council of REALTORS®](#)
[Council of Residential Specialists](#)
[Council of Real Estate Brokerage Managers](#)
[Senior Advantage Real Estate Council](#)

[New York State Association of REALTORS® \(NYSAR\)](#) and the

- NYSAR Honor Society (1995-2006)
- New York State Chapter of Certified Residential Specialists

[Greater Binghamton Association of REALTORS® \(GBAR\)](#) and the

- GBAR Honor Society (1995-2006)

[Real Estate Educators Association \(REEA\)](#)

Columnist and Author “Ask Randy” – a biweekly Question and Answer article (Catalog of Homes)
“Test Your Real Estate IQ” – a weekly terminology quiz (Catalog of Homes)

Real Estate Educator

National Association of Realtors® approved instructor for the national courses of:

Accredited Buyer Representative (ABR designation) – REBAC
Innovative Marketing Techniques for Buyer Representatives – REBAC
Representing the e-Buyer – REBAC
Successful Buyer Representation in New Home Sales – REBAC
Resort and Second Home Market Course - RSPS Certification
Effective Negotiating for Real Estate Professionals – WCR
Networking and Referral Systems – WCR
The Business of Your Business – WCR
Harnessing the Power of Skills - Based Performance Mgt - WCR

2004 – present [New York State Association of REALTORS®, Albany, NY](#)

Instructor for the courses of:

Accredited Buyer Representative (ABR) designation (15 hours)
Effective Negotiating for Real Estate Professionals (6 hours)
Successful Buyer Representation in New Home Sales (5.5 hours)
Harnessing the Power of Skills - Based Performance Mgt
Representing the e-Buyer
GRI 403 – Financing to Increase Homeownership
GRI 404 – Real Estate as an Investment
GRI 408 – Real Estate Strategies in the Information Age

1991 – present [Greater Binghamton Association of REALTORS®, Binghamton, NY](#)

Instructor: NY *Salesperson* and NY *Broker* qualifying courses

Instructor: new member orientation (1991 – 2002)

Instructor: NY Continuing Education courses:

- *Real Estate Professional 101 - Customer Based Marketing (15 hrs)*
- *Real Estate Professional 103 - Risk Management (15 hrs)*
- *Real Estate Professional 104 - Business Planning (15 hrs)*
- *Cover Your Assets...A Guide to Risk Reduction (author) (15 hrs)*
- *Lead Based Paint, It's Your Business (co-author) (3 hrs)*

1990 - present [Broome Community College - Center for Community Ed, Binghamton](#)

Develop and present real estate classes to the public, including:

- *Lowering Your Property Taxes*
- *Buying Foreclosures*
- *Enhancing the Value of Your Home*
- *Selling Your Home in a Buyer's Market*
- *101 Ways to Put a Real Estate Deal Together - Only One is Cash*
- *Investing in Real Estate*
- *Real Estate as a Career*
- *Relocation*
- *Homebuyers Workshop*

1996 • *Buyer Representation from A to Z (author) (15 hours NY CE)*

9/86 - 7/89 Academy of Real Estate, Austin, TX

Instructor: Texas Real Estate Commission 30-hour courses of:

- *Principles of Real Estate I and II*
- *Real Estate Law*
- *Real Estate Marketing*
- *Real Estate Finance*

2/84 - 5/84 Austin Community College, Austin, TX

Taught the Texas Real Estate Commission 30-hour course:

- *Principles of Real Estate I*

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Additional highlights:

- 2006 Triple Play (NY, NJ, PA) Convention instructor for ABR designation course and elective course of *Representing the e-Buyer*
- 2003 National Association of REALTORS® Convention REBAC panel speaker
- *"Browsers to Buyers: Conducting Successful Home Buying Seminars"*
- 1990 - present New York State Association of REALTORS®
- Regional Vice President – Southern Tier region (2007)
 - Director (1996, 2002-2004, 2007)
 - Education Foundation, Director (2004 - 2007)
 - Information Management Committee (2003 Chairperson)
 - Faculty Development Sub-Committee (2007 Chairperson)
 - Housing Opportunities Committee (2002 - 2007)
 - Organizational Planning Committee (2007)
 - Executive Committee (2007)
 - Nominating Committee (2003)
 - Education PAG (2005)
 - Affordable Housing PAG (2002)
- 1990 - present Greater Binghamton Association of REALTORS®
- Realtor®-Broker of the Year (1999)
 - President (1996, 2002)
 - President-Elect (1995, 2001)
 - Vice President (1994)
 - Director (1994-1997, 2001-2003)
 - Executive Committee (past Chairperson)
 - Staff Review Committee (past Chairperson)
 - Strategic Planning Committee (past Chairperson)
 - Nominating Committee (past Chairperson)
 - Risk Reduction Committee (past Chairperson)
 - Education Committee (past Vice Chairperson)
 - Realtor®/Builder Committee (past Chairperson)
 - Realtor®/Lawyer Committee (past Vice Chairperson)
 - Realtor®/Appraiser Committee (past member)
 - Multiple Listing Service Committee (past member)
 - Professional Standards Committee (past member)
 - Information Management Committee (past member)
 - Board Operations Committee (past member)
 - Finance Committee (past member)
 - Professional Designations Committee (past Chairperson)
 - Awards Committee (past Chairperson)
 - Association and general real estate spokesperson for:
 - Binghamton "City Living Sundays" homebuyer programs
 - Town of Union "Square Deal Opportunity Days" homebuyer programs
 - Community Service Committee events
 - Frequently featured and quoted in newspaper and on television news
- 1981 - 1989 Austin (TX) Board of REALTORS®
- Realtor®-Salesperson of the Year (1988)
 - Equal Opportunity Committee (Chairperson)
 - Communications Committee (Vice Chairperson)
 - Austin Young Council of REALTORS® (Treasurer)
 - presented a variety of public service programs