

Mr. Dorian P. Harvey, *licensed broker and rainmaker*

Relevant Life-Skills	Public Speaker and Professional Presenter * Talk Show Host * Podcast Host * Voice over Specialist * Disciplined * Professional * Understands and utilizes Social Media * Motivator * Loyal with Integrity * Timely * Negotiator * Articulate * Humorous * Presence * Team Player * Confident * Spiritually aware * Microsoft Office and Google Suite User * Holds over 6,000 personal contacts
Rate/ Compensation	\$300 to \$500 an Hr. / Commissions, Partnerships and or Ownership %
Objective	To add value by providing solutions and opportunities to Entrepreneurs, Visionaries, Investors, Real Estate Professionals and Business owners around the world.
Summary of Qualifications	30 years of sales experience, managing, public speaking, property managing and has participated in the startup of multiple small businesses. Prospected and recruited existing and new businesses to the urban market, developed and presented a mixed-use development for the USA and African Markets.
Work Experience	<p>2015 to Present TeamHarveyUSA! Realty, Inc., Southfield Michigan President- Broker</p> <ul style="list-style-type: none">• Owned, managed and operated a 17 agent real estate firm• Recruited and trained licensed real estate salespeople• Founded and presented a Buyers' Home Counseling Class to over 100 Buyers out of pocket• Board Member 2015 to 2017 Detroit Association of Realtors• President 2018 Detroit Association of Realtors• Marketed, Leased, Managed and Sold Residential and Commercial properties in Southeast Michigan <p>2012 to Present Middleton School of RealEstate Training, Troy Michigan Instructor- Currently Teaching</p> <ul style="list-style-type: none">• Continuing education to licensed real estate agents <p>2012 to 2014 Front Page Realty-Detroit (Formerly Keller Williams Detroit Market Center) Associate Broker- Manager</p> <ul style="list-style-type: none">• Managed a branch office of 21 Agents and support staff• Handled day to day operations and provided weekly updates• Secured over 3.5 million dollars in real estate inventory listings in one year during a recession• Trained, recruited and monitored real estate agents <p>2010 to 2012 Keller Williams Detroit Market Center, Detroit, Michigan Sales Associate</p> <ul style="list-style-type: none">• Listed and Sold over 50 properties in one year• Listed and processed over 40 Short Sales and saved over 25 families from foreclosures and evictions

- Recruited and managed a team of processors, contractors and real estate agents (*TeamHarveyUSA!*)
- Top Sales and Listing Agent 2011-2012

1998 – 2004 **Investor** Detroit, Michigan

Partner/Managing Member

- Mastered Lease with Options to Purchase and or Buy

1997-2004 **AfricanTown Worldwide LLC** Detroit, Michigan

Managing Partner

- Conceived and presented a retail concept to the cities of Detroit, Michigan USA and Conakry, Guinea West Africa, which created economic opportunities for business owners and jobs for local residents. The City of Detroit's project was delayed. The Conakry Guinea completed. African Town™ USA and African Town™ West Africa
- Provided weekly progress reports to managing partners and investors on current market conditions relevant to sales and leasing activities in Downtown Detroit.

1995 - 1998 **Exclusive Realty** Detroit, Michigan

Sales Associate

- Marketed, leased, and sold commercial real estate, which spurred the revitalization of Downtown Detroit, during the Mayor Archer Administration.
- Prospected, recruited and placed franchises into Southeast Michigan: Fuddruckers, Powerhouse Gym, Starbucks, Magic Johnson's Star Theatre, Box Seat Video and check cashing services.
- Provided weekly progress reports on market conditions relevant to sales and leasing activities in Downtown Detroit.

1990 - 1995 **Century 21, DuPont** Detroit, Michigan

Sales Associate

- Marketed, leased and sold residential properties.
- Implemented niche marketing to single parent homebuyers.

Education

2017 **National Association of Realtors** Southfield, Michigan
Green

1990-2013 **Middleton School of Real Estate Training** Southfield, Michigan
*Real Estate License * Brokers License *Property Management *Broker Managing

2007-2009 **University of Phoenix** Southfield, Michigan
Finance

1983-1985 **Morehouse College** Atlanta, Georgia
Business Administration

1979-1983 **Howe Military School** Howe, Indiana
Diploma

College preparatory military academy (JROTC). Graduated Valedictorian, Class President, NHS (National Honor Society) and Who's Who Amongst American High School Students. Sharp Shooter, Daughters of American Revolution Recipient

Volunteer
experience and
Organizations

Ministering, mentoring and motivational speaking for the following schools and programs:

National Association of Realtors, Detroit Association of Realtors, Plymouth Educational Center, Don Bosco Home for Boys: Chairman of Adult Mentoring Board, Jewish Vocational Services, G Phi G Social Fellowship Inc. (Fraternity), Urban Brokers

References

Available upon request