

Owner - The Competitive Edge
Real estate broker, licensed since 1986
Sixteen years experience in sales, marketing, technology education and training

Positions Held

Elected Offices Board of Directors - Ann Arbor Area Board of REALTORS (1995-1997)
Board of Directors - Real Estate Alumni of Michigan, (1995)

Past & Present Real Estate Instructor Positions HomeStore.com - National Spokesperson & Internet Trainer
Homes.com - Presenter/Trainer

Graduate, REALTORS® Institute faculty for Michigan, Ohio, Iowa, Wisconsin & Tennessee Associations
Ann Arbor Area Board of REALTORS® - Multiple Listing Rules and Regulations; The Cuyahoga Plan, Fair Housing Law; Code of Ethics, Standards of Practice; Standard Forms;
NCI Associates, Ltd. Real Estate School - State approved 40hr. Prelicense & and Continuing Education

Credentials

Designations Graduate, REALTORS Institute (GRI) awarded 6/86
Certified Residential Specialist (CRS) awarded 11/87
Certified Real Estate Brokerage Manager (CRB) awarded 2/90

Honorary & Awards Speaker at the National Association of REALTORS® (NAR) National convention 2001
Speaker at the International Real Estate Managers (IREM) National convention 2001
Presenter at the Women's Council of REALTORS® (WCR) National convention 2000
Realty Times "Best Technology Trainer" 1999
Real Estate Brokerage Managers Council "Quill Pen Award" for best published submission in 1997
Real Estate Alumni of Michigan (RAM) inducted 7/87
Certificate in Real Estate from the Michigan Association of REALTORS® awarded 7/87
Certificate of Appreciation from the Ann Arbor Area Board of REALTORS® awarded 1/5/95
Developer of IRED "Top 10" web site (<http://www.canale.com>) for January 1997
Featured speaker interview for the Real Estate Cyberspace Society - 2/98, 10/01 & 4/03

Professional Appointments RS Councils Technology Guidance committee, 2002-2003
NAR Business Technology and Information Systems Forum - Vice Chair 2000, Chairman 2001
Michigan Association of REALTORS® On-line Education Task Force 2001-2002
RS Council Technology Committee 1998; RS Council Software Sub-Committee 1998
American Arbitration Association, Michigan Region - Real Estate Arbitrator 1995
Educational Testing Services (ETS) - Michigan License Exam Review 1987;
Ann Arbor Area Board of REALTORS®: Education: 1987, 1989, 1993, 1994, Chair for 1990;
New Member Orientation: 1989-1994, Vice Chair 1993, Chair for 1994, Multiple Listing Services: 1991-1994
Home Builder's Association of Washtenaw County: Education Committee 1994, Chair for 1995
Michigan Association of REALTORS® Agency Task Force 1998-99

Published Work Columnist for REALTOR Magazine, The Real Estate Pro, Broker Agent News, RIS Medias & RealtyTimes
Author, Hewlett-Packard's online course "Digital Photography For The Real Estate Professional" 2001
Author, Hewlett-Packard's online course "Mobile MLS" 2001
Author, Bert Rogers Florida Continuing Education Technology module 2001-2003
Author, Ohio Association of REALTORS® GRI Technology Module 2000-2003
Published and interviewed numerous times in Real Estate Management Issues & Trends
Contributing Editor for International Real Estate Directory at IRED.com
Published by the Real Estate Educators Association in their REEAction magazine
Indiana Association of REALTORS® "Broker Video Series" - Featured presenter Dec 1997, Jan & Feb 1998