

## **BIOGRAPHICAL STATEMENT**

**Of**

**Stephen J. Martin**

**President/ CEO**

**The GWENT Group, Inc.**

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Stephen J. Martin, Realtor®, author, educator, consultant, and entrepreneur is formerly a member of the faculty and staff of Indiana University. At the present time, he is the President and Chief Executive Officer of the Gwent Group, Inc., a sixty-one year old consulting group headquartered in Bloomington, Indiana, with several affiliate offices throughout the United States. GWENT provides advisory services in reallocating property assets, corporate planning, merger and acquisition consultation and educational design advisory services. He is also Chairman of The Real Estate Certification Programs, Inc. a real estate education and training firm, which has 35 locations in Indiana.

As a consultant, Mr. Martin has worked with local, state, federal agencies, public and privately held corporations, lending institutions, and several national trade associations. He completed assignments as the national educational consultant for the National Association of Realtors®, the International Society of Appraisers, and the National Auctioneer Association designing and overseeing the implementation their specialty programs.

Further, as the consultant to the National Auctioneers Association, he conceived and developed the curriculum and structure for the national certification program for auctioneers, the Certified Auctioneers Institute (CAI). He served for ten years on the Board of Governors of the Certified Auctioneers Education Institute, Inc., the outgrowth of that program. Martin also developed the Accredited Auctioneer of Real Estate (AARE) and Certified Estate Specialist (CES) program for the Auction Marketing Institute along with the development of the Graduate Personal Property Appraiser (GPPA) designation program. As a Realtor®, he holds several real estate designations including the ABR, SREA, CREI, ASR and was on the Advisory Board for the NAR REBAC unit for 12 years.

In his role as consultant to the Resolution Trust Corporation, he analyzed and tracked the sales and closing data from every auction conducted by the RTC. He has been directly involved in the marketing of over \$600 million of real property assets, sold at auction over his career, acting as a consultant/agent for title holders, financial institutions and governmental agencies. As the intermediary between the title holder and the selected auction firm he has assured the selection of the right marketing firm and then provided oversight through out the transaction protecting the interests of his clients.

Concurrently with his activities in consulting he remains active with the Real Estate Certification Program (RECP), Indiana's oldest and largest real estate educator, as the Chairman of the Board and Senior Fellow lecturer for their more advanced courses and national designation programs.

He serves on several Advisory Boards including: Forbes Online, WorthPoint.com, and REBAC of the NAR, RealtyU, MyProfessor Online.com. He is past president of three national associations, REEA, the national Real Estate Educators Association.

He is co-author, author, or editor of 13 books, several in multiple editions. As a frequent lecturer on business topics, especially accelerated real estate marketing, future trends and strategic planning, he has recently lectured in Seattle, San Francisco, Tucson, Phoenix, Chicago, Nashville, Tampa, Atlanta, Orlando, Ft. Lauderdale, St. Louis, Indianapolis, as well as Canada, Bermuda, Puerto Rico, Mexico and the United Kingdom. A noted authority on business, Martin has been quoted frequently by such publications as *Forbes*, *Fortune*, *Nation's Business*, and the *Wall Street Journal*, *New York Times*, *Los Angeles Times* and many other publications.

Steve is married, lives in Bloomington, Indiana, is a Paul Harris Fellow Rotarian, a Life member of the Indiana University Alumni Association and several other social organizations.

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