



Residential Real Estate
EXTRAVAGANZA



Residential Real Estate Extravaganza (R²E²)

Saturday, October 22, 2022 10:00am- 3:00pm

2614 Kenhill Drive Bowie, Maryland 20715



INTELLIGENT MARKETING TOOLS

FOR A SEAMLESS REAL ESTATE SELLING EXPERIENCE

Are you looking for a powerful tactic to help sell your home fast? Most buyers use online tools in their home searches, so understanding their behavior and leveraging platforms that provide digital advertising can help you reach the people who are currently searching for their next home.

Working with a savvy real estate agent is essential in your home selling process. By working with Kenneth Harris EXIT First Realty professional, you will be one step ahead of the competition. Every agent in our network has access to an arsenal of digital marketing tools. EXIT Ad Center, an integrated and intelligent advertising tool designed with Facebook specifically for real estate, is just one of many tools that gives our agents access to sophisticated, cost effective, lead generating marketing campaigns. This proven advertising tool is part of what we use to get properties sold efficiently and for the best price possible.

Regardless of the market, don't waste your time wondering what your next move should be. Contact an Kenneth Harris today and make your move tomorrow!

Contact Kenneth Harris (240) 603-0608 or (301) 352-8100, visit BuyVets1stRealty.com



Sponsors Biography

Jay a native of Pittsburgh, Pennsylvania graduated from the University of Pittsburgh with a Bachelors of Science degree in Information Systems and Computer Science. She moved to Maryland over 25 years ago where she continued her career as an Information Specialist and Trainer working for several Fortune 500 corporations.



Jay McElroy

She also worked as a part-time real estate agent for 13 years in both Montgomery and Prince George's counties. After purchasing her first home, she could not resist her family entrepreneur history. Inspired by her mother (a Chaplain for more than 50 years), she became a landscape designer who beautified her personal property and could not resist helping her neighbors, friends and not very long after, her customers. In the winter months, she followed the footsteps of her father (World War II Army veteran) and brother and become a home improvement junkie. She began painting, laying flooring, installing surround sound systems and finally refurbishing homes for resale.

As a young adult, she was a community advocate. She could always be found sharing her life experiences with young children, assisting senior citizens and veterans.

Inspired by her best friend Emmanuel, she was prompted to start McElroy Enterprises (dba The Business Service Center "The BSC") in 2004. The organizational structure. has been dynamic and evolutionary. Beginning in 2008, we expanded the scope of The BSC to include additional markets and to embrace the increasing utilization of video electronic media and other related technologies.

In this regard, The BSC has become the cornerstone for the HUBZone Coalition, the Residential Real Estate Extravanga (R²E²), the Government Agency Procurement Conference (GAP), the Veteran/Military Extravanga and a small business marketing tool to called the Procurement Corner that assist small businesses in landing contracts in DAYS not years.

Sponsors Biography.....	2
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Industry experts and consumers will meet face to face to exchange valuable information

- Current Real Estate Market & Trends
- Staging Your Home to Sell
- Loan Services, Home Valuation, Title, Inspections
- First Time Home Buyers
- Negotiating a Successful Deal
- Techniques to Improve Credit to Home Ownership
- Grants & Federal Government Programs

SPONSORS



Event Schedule

Main Exhibit Hall

8:00am- 9:30am
9:45am

Exhibitor Registration & Set-Up
Doors Opens

10:00am-10:30am
10:45am- 3:00pm

Opening Ceremony
Exhibit Hall Open



Workshops

Training Room #1

10:45am-11:15am

Kathy Corley, Asset Management (fix-flip)

11:30am-12:00pm

Megan, Evans, Neighborhood Assistance Corporation of America (NACA)

12:15pm-12:45pm

Abigail Paulsen, Coldwell Banker Realty
Scott Tucker, Guaranteed Rate Affinity

1:00pm- 1:30pm

Selena Washington, Fairway Mortgage

1:45pm- 2:15pm

Derrick Williams, Total Access Insurance

2:30pm- 3:00pm

Sean Chrysostom, Wealthcare Financial Group
Workshop: Smart Money Moves

Training Room #2

10:45am-11:15am

Sean Chrysostom, Wealthcare Financial Group
Workshop: Legacy of Wealth

11:30am-12:00pm

Brian Marzo, Keller Williams

12:15pm-12:45pm

Freida Beckett, Navy Federal Credit Union

1:00pm- 1:30pm

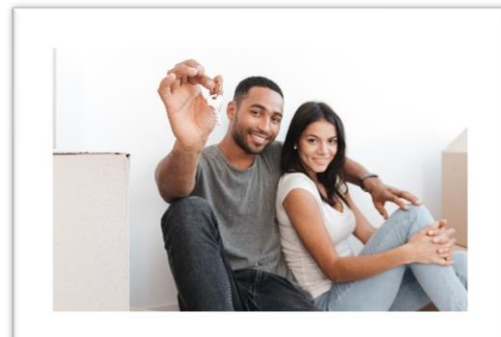
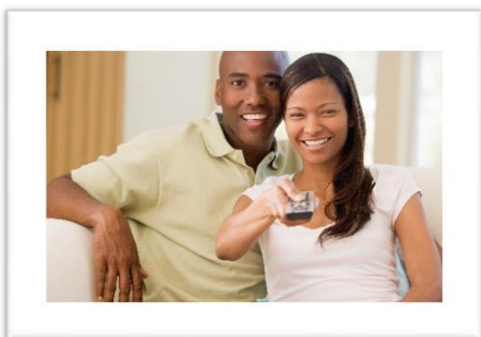
Kenneth Harris, Exit First Realty

1:45pm- 2:15pm

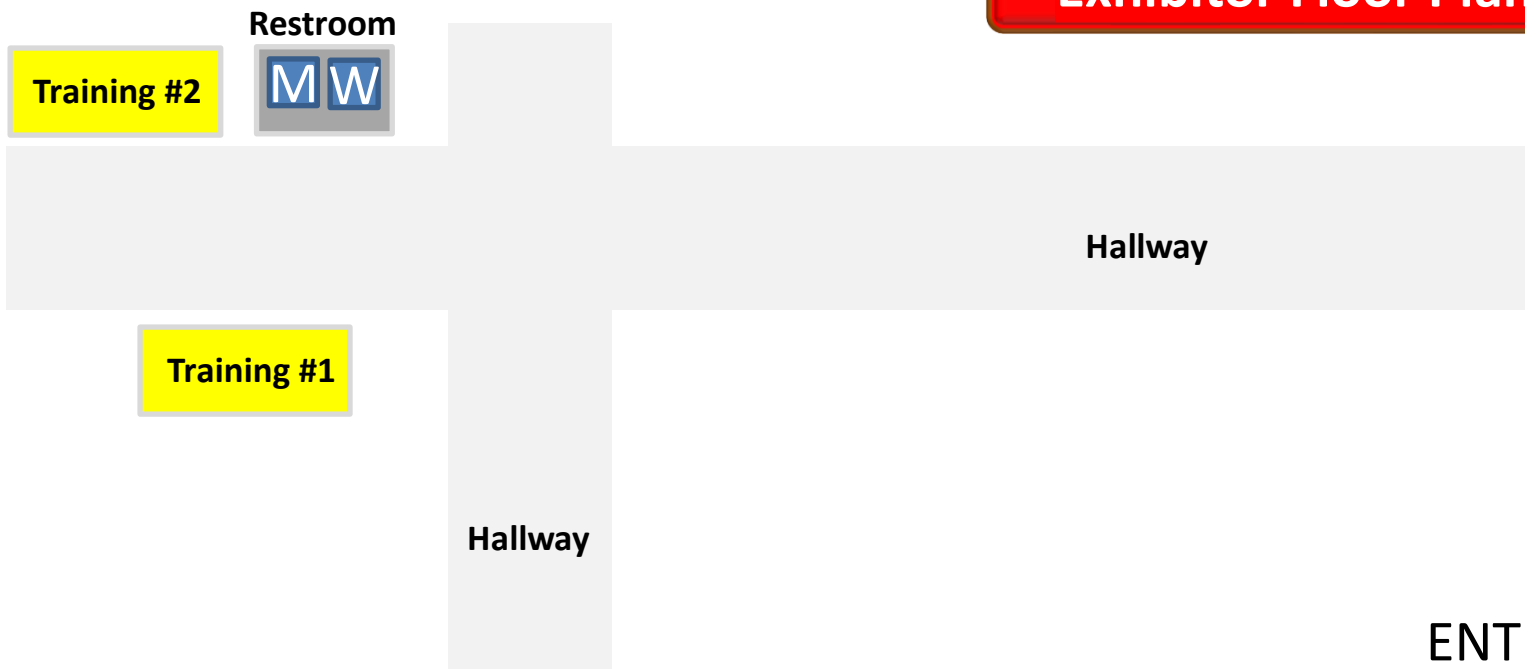
Bob Paulsen, ICC International, Investors and Asset Management (fix/flip)

2:30pm- 3:00pm

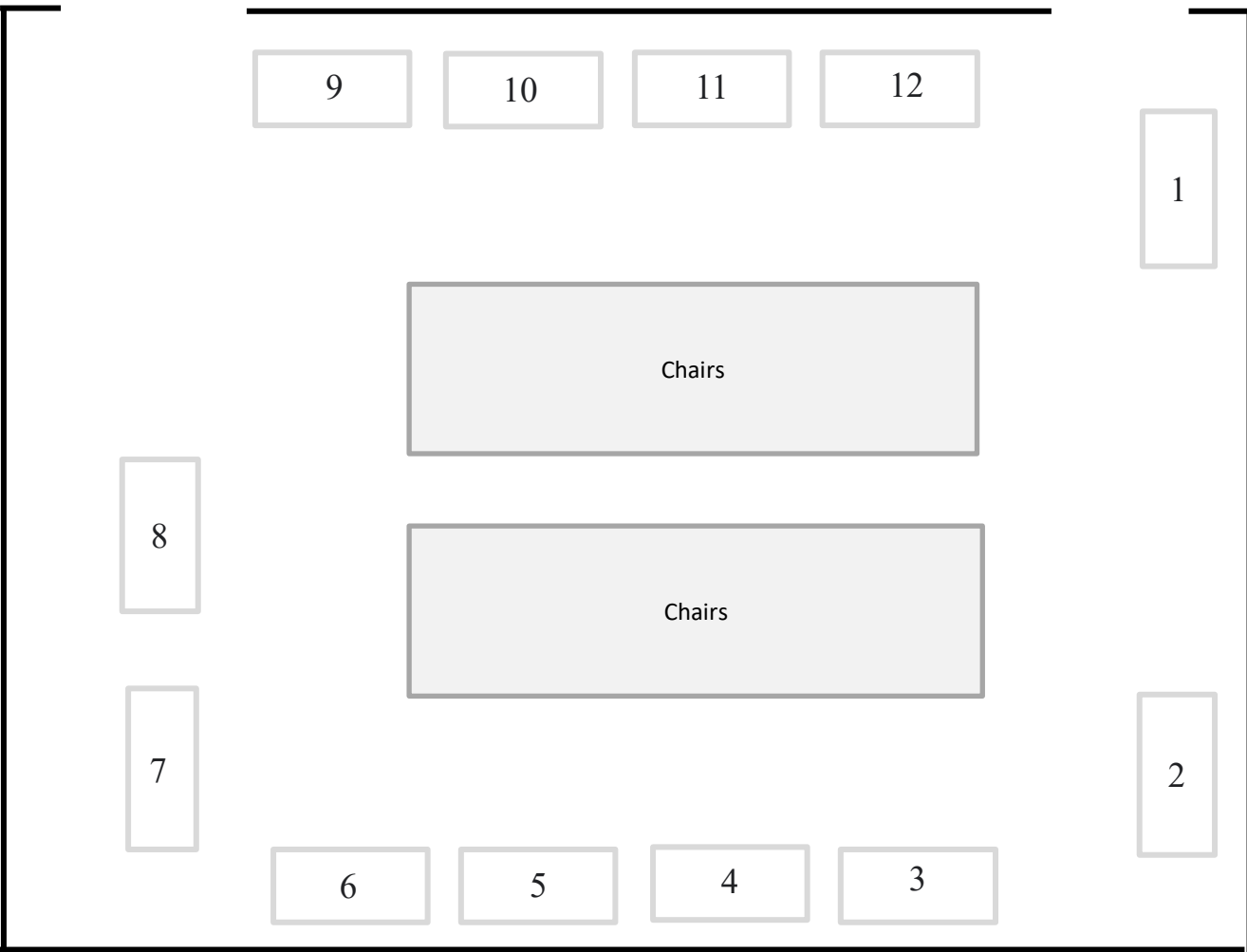
Carlyn Lowery, eXp Realty



Exhibitor Floor Plan



ENTER



- (1) Fairway Mortgage Corporation
- (2) Exit First Realty
- (3) ICC Worldwide, Inc
- (4) Lowery Home Team @ eXp Realty
- (5) Kathy Corley
- (6) Total Access Insurance
- (7) Guaranteed Rate Affinity
- (8) Coldwell Banker Realty
- (9) Wealthcare Financial Group
- (10) Navy Federal Credit Union
- (11) Keller Williams
- (12) Neighborhood Assistance Corporation of America (NACA)

Exhibitors

Table 1



“Why Fairway? A simple loan process. Speed to the closing table. An unwavering commitment to **customer service** along the way that puts the client's needs and financial interests first. This is what Fairway does every day, and in 25-plus years, we've never lost sight of these fundamentals. At Fairway, customer service is a way of life. We are dedicated to finding great rates and the right loan option for each borrower, while offering some of the fastest turn times in the industry. Our goal is to act as a trusted advisor and provide highly personalized service - instead of shoving clients into the most profitable loan option for us. We're with you through every step of the home loan process - from application to closing and beyond. It's all designed to exceed your expectations, provide you the satisfaction you deserve on your path to your new home or refinance and earn your trust.

Since opening our doors in 1996, our team has helped thousands of Americans achieve their dream of homeownership. We have not only been dedicated to providing unparalleled customer service, but also to continuous growth as a company. Fairway now employs nearly 10,000 team members with more than 4,500 producers in more than 750 branch and satellite locations nationwide. With a strong focus on the purchase business, we continue to grow each year, funding more than \$72 billion in 2021.

We strongly believe the way we do things is just as important as the things we do. Every team member is guided by our Core Values, which define how we work, how we interact with each other and in determining how we best serve our clients, team members and our local communities.

We strive to make our team members and customers feel like a part of the Fairway family while providing exceptional customer service, speed and support by being kind, humble and putting 100 percent of ourselves into what we do every day - it's **WHAT** we do and it's **WHO** we are.”



Selena Washington

Loan Officer
NMLS# 2096250

APPLY NOW

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W: www.fairwayindependentmc.com/Selena-Washington • E: selenaw@fairwaymc.com
A: 10665 Stanhaven Place, Suite 103 • White Plains, MD 20695

ACCOLADES & AWARDS



Exhibitors

Table 2







Kenneth Harris

Sales Representative

EXIT First Realty, a full service residential real estate brokerage located in Anne Arundel County serving the Greater Washington DC Metropolitan Region including, Maryland, Washington, D.C. and Virginia, has a team of licensed Real Estate professionals who come from diverse background, who are all dedicated to providing the highest quality service to our clients. EXIT First Realty leadership team brings over 80 years of full-time real estate experience. We promote the values of family community throughout our agent base.

Our office has instant access to the regional Multiple Listing Service, Public Record Searches, and many other tools and services that our agents use to better serve you. In addition to our agents and brokers, we also have administrative staff that work tirelessly to accommodate any and all of your needs. They help coordinate meetings, set schedules, and ensure the timely processing and delivery of all your documents.

-  Mobile
240 603 0608
-  Email
KHarris@ExitFirst.com
-  Office
EXIT FIRST REALTY
-  Office Address
2139 Espey Court, Suite #1, Crofton, MD 21114

We are a Company of “Quality Over Quantity”

Kenneth Harris is a military veteran that matches homebuyers and investors to their dream residential properties in Prince George's County and throughout the State of Maryland. He focuses on residential sales, marketing, luxury estates, builder pre-sales, and new construction. Kenneth serves clients planning to resale houses, expand their investment portfolio, and search for their dream home or rental unit. He also offers home valuation services through his website, property listings, promoted with professional images and virtual tours, ranging from single-level homes to ranches and sprawling estates. He also handles sale negotiation, inspection, appraisal, relocation, moving, home improvement services, home warranty and the closing of real estate deals. Kenneth believes in a personalized approach and often works with clients, advising them on profitable properties and business opportunities to help them build a valuable investment portfolio. Contact Kenneth Harris (240) 603-0608 or (301) 352-8100, visit BuyVets1stRealty.com

Exhibitors

Table 3



Bob Paulsen

General Contractor Specializing in Real Estate Investing



ICC Worldwide, Inc.



South Dakota School of Mines and Technology

Education

South Dakota School of Mines and Technology

Degree Name Master of Science

Field Of Study Civil Engineering

Dates attended or expected graduation 1987 – 1995

Activities and Societies: American Society of Civil Engineers (ASCE), American Concrete Institute (ACI)

Awarded 1994 Birdsell Sand and Gravel Fellowship

Awarded 1994 South Dakota Cement Plant Scholarship

Elected 1994 Student Senate Graduate Representative

Chair, Department Head Student Advisory Committee (1992-1993)

American Society of Civil Engineers (ASCE) Student Chapter

Member, 1995 National Champion Concrete Canoe Team

Awarded, Zone III Vice President's Award (1994) ASCE

Elected, 1993 ASCE Student Chapter President

Elected, 1992 ASCE Student Chapter Treasurer

Awarded, Outstanding ASCE Student Chapter Member (1991)

Published - American Concrete Institute

Speaker - American Concrete Institute

Experience



President

ICC Worldwide, Inc.

Apr 2011 – Present · 10 yrs 7 mos

Yorktown, VA

General Contractor (licensed VA, FL) / Real Estate Investing



[Click Here to View Complete LinkedIn Profile](#)

Bob Paulsen

ICC Worldwide, Inc.

General Contractor Specialist

Mobile: (757) 603-0275

bob.paulsen.icc@gmail.com

Class A General Contractor

License 2705140818



Featured on HDTV's House Hunters



441 Hariton Ct. Norfolk, VA 23505



ICC Worldwide, Inc. - Bob Paulsen President and Owner

Exhibitors



Associate Broker

carlynl@loweryhometeam.com

[443-569-3977](tel:443-569-3977)

Lowery Home Team at eXp Realty

We are here to serve all of your real estate needs!



Table 4

Born in London, England, Carlyn lived all over growing up as a Navy junior. She graduated from Yorktown High School in Arlington, Virginia, the Wharton School of the University of Pennsylvania in Philadelphia, Pennsylvania, and the University of California at Berkeley. At Penn, she was the Battalion Commander of her Naval ROTC unit, and at Berkeley, she was a National Science Foundation Fellow. She served in the Navy and also in several high-tech companies. Carlyn does not have the background of your average real estate broker. With a broad background and strong record of success, Carlyn brings extraordinary skills and talents to her real estate clients.

Having grown up sailing, including racing through Severn Sailing Association, and competing as a varsity athlete (including regattas in Annapolis at the United States Naval Academy), Carlyn loves the water and is happy to share that joy with home buyers. She has particular expertise in buying and selling waterfront properties.

Having owned rental properties, Carlyn has the skills and experience to help her clients build and manage their own profitable and secure rental portfolios, and cash them out when the time is right.

On a personal note, Carlyn boats, runs (barefoot, ask her about that one), rides horses, and travels, both for enjoyment and to remain current on all things real estate, as well as her personal interests.

As a Navy junior and former U.S. Naval officer, Carlyn has moved over a dozen times. She has a particular appreciation for the needs of families who are moving (military and non-military). She knows how to help them “settle-in” in their new homes and communities. Carlyn comes from a tradition of service, is ready to serve, and she especially enjoys working with current and prior service members.

Having spent over ten years building software companies, Carlyn enjoys working with successful business people, entrepreneurs, and the self-employed. She uses her high-tech expertise and financial knowledge to sell their houses effectively and for a higher price, and to find them the homes they want, while saving them time and money.

Carlyn affiliated with eXp Realty because this rapidly-growing international enterprise provides the best environment, training, and support to enable her to provide top service to her clients. eXp Realty has exceeded 85,000 real estate agents in the United States, Canada, the United Kingdom, Australia, South Africa, India, Mexico, Portugal, France, Puerto Rico, Brazil, Italy, Hong Kong, Colombia, Spain, Israel, Panama, and Germany, and continues to scale internationally. Carlyn is an Associate Broker and Team Leader of the Lowery Home Team at eXp Realty.

Carlyn has earned lifetime membership in the Distinguished Sales Achievement Club, where she served as a member of the Board of Directors. She is a member of the Board of Directors of the Rotary Club of Annapolis, serves as an eXp Realty Mentor, and has earned the designation of Certified Luxury Home Marketing Specialist and Million Dollar Guild Member.



Table 5

Kathy Corley a Real Estate Investor and agent in the DMV over the last 5 years will discuss the in's and out's of home ownership before you even own! We'll look at finding your neighborhood, the home inspection, importance of upkeep both in and out of the house, when to hire and when to DIY and answer your questions.

Contact me at 240-297-1020 or Kathy.corley2@aol.com

**Real Estate
Investor & Agent**



Table 6

***Derrick Williams, LUTCF
Principal Agent***



AUTO - HOME - LIFE - BUSINESS

For over 15 years, Mr. Derrick Williams, has been helping to educate his clients and the community on various home, auto, business, and life insurance products in Maryland, D.C. and Virginia. He is the Owner and Principal Agent of Total Access Insurance, LLC located in Mitchellville, MD. His agency offers a wide variety of insurance carriers. He not only specializes in finding the right coverage at the most competitive rates to meet your specific needs, but he also makes sure that he educates his clients on the insurance products so that they are knowledgeable and able to make more informed purchasing decisions.

Mr. Williams has been honored by the Bowie Chamber of Commerce in 2017 for Incubator Business of the Year. He holds a Bachelor of Science Degree in Marketing from Tuskegee University and later received his certification as a Life Underwriting Training Council Fellow from American College. He is a member of Kappa Alpha Psi Fraternity, Inc. and the First Baptist Church of Glenarden International. He has spoken at various small community groups within Prince George's County about how to protect your assets and the significance of life insurance.

Mr. Williams and his agency is committed to providing excellent customer service, product knowledge, customization of products to meet the client's specific need, while all upholding and maintaining a trusted and ethical environment. He enjoys serving the needs of his community and welcomes the opportunity to help and serve you.

Please visit Mr. Williams' website at www.totalaccessinsurance.net or Facebook @TotalAccessInsurance. You can also contact his office directly at 301-850-3640 or email info@totalaccessins.com.

Exhibitors

Table 7



EVERY DREAM IS POSSIBLE



We are committed to customers, partners and to one another.

We live and breathe the 10 core values that drive everything we do to serve you and contribute to our success.

The work that we do every day demands attention to detail, seamless teamwork, a super-high level of responsiveness and a commitment to overcoming any obstacle to ensure that each customer is absolutely thrilled with their mortgage experience. We work as ONE to help you find the perfect mortgage.

Deliver low, low rates with a streamlined process.

We offer a variety of loan options because you want and deserve a mortgage that best fits your needs. More options mean a better chance of finding that solution. We understand the importance of buying a home or refinancing, so we employ a business model that maximizes efficiency, delivers unparalleled service and results in closing your loan quickly. With plans to have loan officers throughout the country, we will be right around the corner.

We're a partnership between Anywhere Real Estate and Guaranteed Rate.

That means we can rely on Guaranteed Rate's cutting-edge technology and proven platform while providing our knowledgeable, talented loan officers with unparalleled access to agents across the country. We originate and market our services to Anywhere Real Estate's brokerage and relocation subsidiary, Cartus. We also market to a broad consumer audience and other nationwide real estate brokerage and relocation companies.



Scott Tucker

NMLS# 184482
VP of Mortgage Lending

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COLDWELL BANKER
REALTY

Abi Paulsen, Salesperson

A proud Military spouse who has undergone a PCS move from San Diego to DC, Abi Paulsen understands the need for a place to call home and the stresses involved in finding it. Whether it be your first home purchase or your tenth, every client and every transaction matters to her, and are treated with utmost care.

Abi looks at challenges as puzzles to be solved and is very dedicated and resourceful in doing so. Her keen attention to detail and strong client service orientation make the real estate experience successful and enjoyable.

“I approach every client’s business with a high degree of integrity and enthusiasm,” she says. “My ability to be patient and diligent in stressful environments, and to communicate openly to keep people well informed are vital to reaching a positive, satisfying outcome.”

Born in San Francisco, and raised between Marin County, CA and Tucson, AZ, Abi graduated from University of California, San Diego with a B.S. in Biology and minor in Education. She also went on to graduate from UC’s Teacher Credentialing Program. Abi taught middle school in San Diego, and spent 10 years as a contract manager for a training and simulator company in Hollywood, CA which makes training simulators for the U.S. Military.

She resided in San Diego for two decades and still owns a home there. Abi has spent extensive time in the Upper Northwest area of Washington, DC and is an extremely active member of the community as her sons attend school there.

She is Auction Transition Chair at Horace Mann Elementary and Hardy Middle School, participates in the Ward 3 Education Network, sits on the Wilson Feeder Pattern committee on school overcrowding, and testifies regularly before the DC Council on behalf of the schools and children. Abi served as the President of the Hardy Middle School PTO. Her favorite pastime is taking road trips with her kids, visiting National Parks and seeing the world.

ColdwellBankerHomes.com is your access point to the leading Coldwell Banker® companies across the country that are part of Realogy Brokerage Group (RBG), the nation’s largest residential real estate brokerage. Our site connects you to the latest local listing information, comprehensive neighborhood data and local market experts who understand what it takes to help you reach your real estate goals.

Abi Paulsen abi@cbmove.com (202) 795-5119

Exhibitors

Table 9



Sean Chrysostom
 Financial Planning Subject Matter Expert
 sac1002@hotmail.com
 (301) 758-3766

Committed to Serving Your Financial Needs: At Wealthcare Financial Group, Inc., our goal is to go above and beyond to help our clients meet their financial goals. We have experience providing a wide range of services designed to help you along your financial journey. We also place a high value on education, both for our clients and ourselves as professionals in the personal and institutional finance industry. Whether you are looking for personalized service or want to invest on your own, we can help.



How We Work: Our mission is to get to know and understand your needs, wants, and long-term goals. We want to help you develop, implement, and monitor a strategy that's designed to address your individual situation.

We understand the challenges families face today. From managing debt to saving for college to retirement, these personal finance challenges can be overwhelming. Our commitment is to utilize all of our resources to help you pursue your goals.

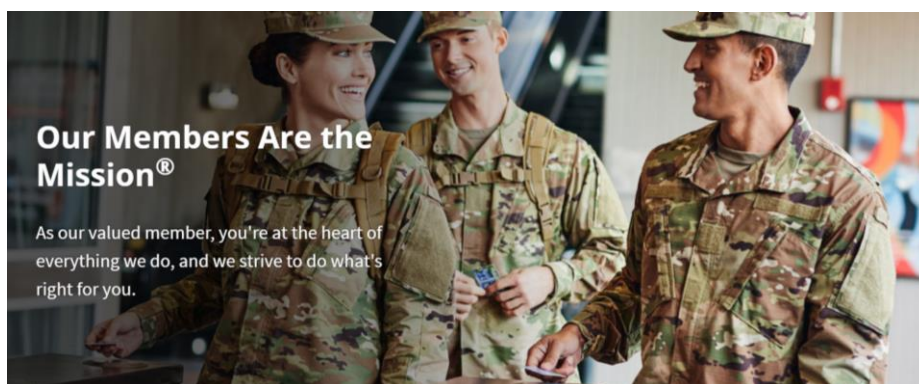
We believe in thinking "out of the box" and we are not afraid to challenge conventional wisdom in our approach to investing and preserving wealth. All of our energy, commitment, and efforts are focused on you, the client, and your satisfaction.

Table 10



Freida Beckett
 Mortgage Business Development
 Officer / NMLS # 665362
 180 Admiral Cochrane Drive, Suite 215
 Annapolis, MD 21401
 C: 240.222.2280

Freida_Beckett@navyfederal.org



Featured Products

Mortgage
 Refinance your home loan, and you could save.

cashRewards Credit Card
 Earn up to 1.75% cash back on all purchases.

Personal Loans
 Secure the money you need today.

Certificates
 Make your money work for you.

Auto Loan
 Get great benefits with our low-rate auto loans.

Private Student Loans
 Finance your education.


Exhibitors
Table 11

NACA can help you become a homeowner

The NACA Home Purchase program helps thousands achieve the dream of lasting homeownership every year.

Megan Evans
megan.evans@naca.com



The Neighborhood Assistance Corporation of America ("NACA") is a non-profit, community advocacy and homeownership organization. NACA's primary goal is to build strong, healthy neighborhoods in urban and rural areas nationwide through affordable homeownership. NACA has made the dream of homeownership a reality for thousands of working people by counseling them honestly and effectively, enabling even those with poor credit to purchase a home or modify their predatory loan with far better terms than those provided even in the prime market.


KELLERWILLIAMS.

Brian Marzo
The Rock Consulting Group Affiliated With
Keller Williams Preferred Properties
CEO: The Rock Consulting Group
 Real Estate Services
 Maryland, DC, VA
 Direct- (410) 834-1526
 Office- (240)-737-5000
Email
brian.marzo@kw.com
Websites
www.brianmarzo.com
"I Take The Hassle So You Don't Have To."


Table 12


We're #1. Holding the top spot in agent count, units and sales volume, our sales force is one to be reckoned with. Home to the Tech-Enabled Agent, our business model equips agents with a technological edge and the ability to offer customers whatever they wish.

Award Winners



**The Business Service Center
Honors Sally Hein
For A Job Well Done!!!**

SALLY HEIN

R2E2 Community Service Award 2022 and Maryland Governor Citation

Community Service Award 2022

Ms. Sally Hein, Director of Community Services Department City of Bowie Maryland receives R2E2 Community Service Award on Wednesday, October 19, 2022 for a job well done for more than 25 years.

This award was presented prior to the Resident Real Estate Extravaganza (R2E2) event. Ms. Hein will not be able to attend the event on Saturday, October 22, 2022. Once again, Sally, thank you for a job well done!!!!

Maryland Governor Citation for Community Service

Ms. Sally Hein, Director of Community Services Department City of Bowie Maryland receives Citation from the Larry Hogan, Governor of Maryland on October 24, 2022.

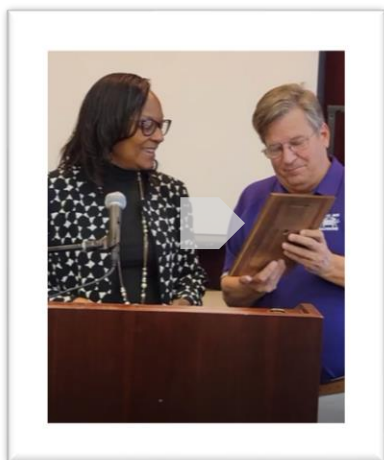


Matt Corley (L), Sally Hein (C) & Sheri Beach (R)

Award Winners

Matt Corley

R2E2 Community Service Award 2022



Matt Corley, Special Events Manager City of Bowie. Mr. Corley is responsible for hostings a variety of special events each year for the City of Bowie.

Parade

Bowie's annual parade is held on the Saturday of Memorial Day Weekend. This parade is a celebration of hometown Bowie with floats, marching bands, dancers, and lots of marchers representing local organizations.

Bowiefest

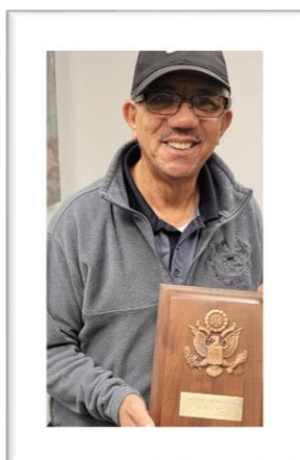
Bowiefest takes place at Allen Pond Park on the first Saturday in June. It features local bands, games, rides, an arts and crafts fair, a variety of food selections, and a Home Expo inside the Ice Arena.

International Festival

The food, dance, and music of different cultures are featured at the Bowie International Festival, which is scheduled on the first Saturday in October each year. Children can participate in a variety of activities throughout the park while they learn about other cultures.

Juan Murphy

R2E2 Engineer Service Award 2022



Juan Murphy, Maintenance Engineer, City of Bowie.

Mr. Murphy is responsible for ensuring that industrial machinery and equipment runs smoothly and reliably.

He is also responsible for planning and undertaking scheduled maintenance of multiple buildings, diagnosing faults, repairing equipment, room set-ups, obtaining specialist components, fixtures or fittings, ensuring compliance with health and safety legislation, managing stocks of supplies and equipment.

Mr. Murphy also participates in shift and 'on-call' work, particularly where manufacturing equipment is in continual 24-hour operation.



WHY LIST WITH AN EXIT REALTY PROFESSIONAL?

We will develop a custom-tailored, aggressive marketing plan for selling your property at the best possible price.

We will utilize superior tools and know-how to market your property in both print and digital media to a wide pool of buyers.

We will create a suite of digital assets including a syndicated virtual tour, exclusive listing website, flyers, SMS code and more describing the features of your property.

Through our enterprise relationship with Facebook, your listing will be advertised to specially targeted buyers leveraging special insight into algorithms using our best-in-class EXIT Ad Center.

Buyers passing by your home can text My Smart Sign™ code to immediately receive pricing, photos, and details about your home. I will be notified so I can follow up ASAP.

We will maintain regular communication with you in whatever manner you prefer.

Our experience will guide you through the selling process from strategically pricing your home to expertly negotiating offers, to closing and beyond.

A portion of every transaction fee received by EXIT Realty Corp. International is applied to our charitable fund and distributed through our Spirit of EXIT Dollar-for-Dollar Matching Program, supporting the fundraising efforts of our associates, and benefiting charities in the communities we serve.

YOUR TRUSTED ADVISOR. EVERY STEP OF THE WAY.





WHERE TALENT MEETS OPPORTUNITY™
Procurement
CORNER

LAND A CONTRACT IN DAYS

Service Overview

The Procurement Corner is an “Interactive Business Networking” tool that connects small businesses to buyers that could result in contract award.



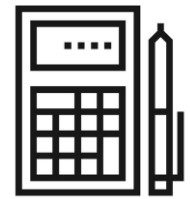
Register

Register your business at the
ProcurementCorner.com



Pitch Business

We market your pitch to
buyers & decision makers



Land Contract

Secure a contract to increase
business bottom-line

Upload video pitch (1-3 minutes) to YouTube and include YouTube link in your Procurement Corner public profile



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ProcurementCorner.com





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