

David Chapman, Jr.

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EDUCATION

Wayne State University Detroit, MI September 2009 - May 2012

Master of Business Administration

Achievements: Inducted (2010) and Member of the Golden Key International Honors Society, Team Leader in the Association of Corporate Growth – ACG Cup 2012-competition.

Michigan State University East Lansing, MI September 1999 - May 2003

Bachelor of Social Science, Business Management

Achievements: Deans List Member, Leader of a 500+ person student organization, lead weekly Bible studies, Leader of 200+ student retreats, Organizer of student functions.

EXPERIENCE

CHAPS Realty Warren, MI August 2007 - Present

Broker-Owner

- Created from a conceptual idea to a thriving business, growing each year in size and revenue
- Designed and created protocols for operational, financial, and legal processes and procedures
- Interviewed, selected, instructed, trained, and managed 9 successful realtors, all started with no or minimal previous sales experience, and zero real estate experience
- Established a growing real estate company in the most difficult real estate market in history achieving 10% to 20% growth every year, while market was declining 15% to 25% each year
- Lead and instructed training meetings and company presentations and events
- Created and positioned a brand for CHAPS Realty, in local, state and national markets
- Revised the structure and strategy, as company growth and technology, continue to evolve

Re-Max Grosse Pointe Woods/Warren, MI May 2003 - August 2007

Realtor

- Represented 300+ buyers and sellers through real estate transactions
- Superior individual business practices, obtaining number 1 sales agent honor from 2004-2007
- Developed word and excel documents to ease the tension of a growing business
- Consulted with the leading franchises in the Michigan and National real estate market
- Developed more efficient office policies to create more productivity thru the real estate life cycle
- Navigated the Re-Max system to be promoted from agent to become the office manager
- Achieved the sales goals, years of experience and educational state requirements to obtain a Michigan Real Estate Broker's License

DC Landscaping Grosse Pointe Woods, MI August 1995 - October 2001

Owner-Operator

- Created my first entrepreneurial venture
- Started with a single lawn mower and established a successful landscaping business, which employed 12, generated 20% growth or more the 6 years of existence
- Managed records, accounts receivable, and payroll
- Responsible for the purchase, maintenance, and sale of equipment
- Designed routes and managed multiple work crews
- Handled all customer and employee complaints

Accomplishments

- National Honors Society (1999) and Presidential Award recipient (1995)
- Leader at Hope Community Church, Director of worship services, Men's Retreat Leader, Bible Study Leader