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Weichert Realtors /
Harold Long Realty
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Rick Long

Objective

To become the largest selling REO / Foreclosure Realtor in the East Tennessee area.

Summary of qualifications

- Achieved one million in REO sales in first full year in the business.
- Achieved one million in REO sales in the first six months on 2004.
- Achieved two million in REO sales in the years 2005 & 2006.
- Achieved three million in REO sales for the years 2007-2013.
- Sales representative for Mellon Bank, PNC Bank, Fannie Mae, Chase Bank, Green River Capital and Household Financial Corp.
- Have completed over 700 BPO orders, on time, in the past eight years.
- Have closed over 550 sales in the past eight years.
- I am currently co-owner and sales manager of Harold Long Realty, LLC.

Professional experience

- April 2002 – October 2005
- Affiliate Broker
- Pinnacle Real Estate / Knoxville, TN

- November 2005 – Present
- Co-owner / Sales manager / Foreclosure manager
- Weichert Realtors / Harold Long Realty

Education

- January 1975 – January 1980
- B.S. in Communications
 - Major: Radio production and broadcast management
 - University of Tennessee, Knoxville