

RESUME OF
PAULA J. COSENZA

RECEIVED
CLERK OF THE BOARD
OCT - 3 2019

HIGHLIGHTS OF QUALIFICATIONS

- Excellent Interpersonal Skills
- Effective Team Player
- Organized Multi-Tasker
- Dedicated Volunteer
- Strong Supervisory Skills
- Patient Mentor and Coach
- Likeable, Loyal and Trustworthy
- Critical Thinker, Consensus Builder
- Experienced Public Speaker

PROFESSIONAL EXPERIENCE

- 12/05 – Present
CHIEF EXECUTIVE OFFICER, BROKER/OWNER
Cosenza Realty Consultants, Inc., Laguna Niguel, CA.
DBA: Casa Bella Realty Group, Laguna Niguel, CA.

Responsible for Independent Brokerage Company as Broker of Record as well as managing associates. As CEO, I handle the business, the Bureau of Real Estate records, office bookkeeping, and keep the office functioning efficiently. I consult and assist our associates with each unique situation arising during the course of their business. My responsibilities also include teaching and assisting our associates in their marketing and promotional materials, instructing them on real estate contracts, and advising them of any changes or updates in documents or forms utilized in their transactions.

- 05/89 – Present
BROKER – REALTOR®

I obtained my California real estate license in 1989 and work as a fulltime real estate professional. At the beginning of my Real Estate career, I developed strong client relationships resulting in being named a Top Producer for the real estate companies with which I was associated. Today, I still enjoy the strong relationships made so many years ago. I continually work to enhance my education in Real Estate by taking real estate courses and attending relevant educational seminars. I have received my certification for the Seniors Real Estate Specialist (SRES®) which specializes in working with buyers and sellers who are age 55 years and older. In addition, I hold the ePro designation which is obtained through classes geared to technology today and beyond. In 2009, I obtained the certification of Short Sales & Foreclosure Resource (SFR®) in order to be ready to assist many homeowners who are in need of professional assistance during the economic downturn.

- 10/30/07 – Present
MEMBER, ASSESSMENT APPEALS BOARD
County of Orange

Hear cases from the public regarding their reassessment application for property values. As a member of the Board we listen to the County Assessor and members of the public, then, after carefully weighing all the information, make a decision on the evidence presented.

- 01/01/08- 12/01/2012
COMMISSIONER, PARKS & RECREATION
City of Laguna Niguel

Listen to public regarding their specific area needs as it relates to the City of Laguna Niguel's Parks and Recreation. Review and give input on the City's parks capital improvements and programs prior to being presented to City Council.

EARLIER WORK EXPERIENCES

Before changing careers and entering the field of real estate, I worked for a major department store where I was a Buyer for sportswear, suits and coats. I also worked as a professional model in the areas of print media, runway and commercial modeling.

PROFESSIONAL/VOLUNTEER INFORMATION

Federal Political Coordinator for Congresswoman Mimi Walters – C.A.R. – 2014-2018
Chair, Political Action and Election Committee, Orange County Association of REALTORS® -- OCAR
Chair, Region 32 Representative, California Association of REALTORS® 2013 -- C.A.R.
Assistant Region 32 Representative, C.A.R. 2012
Member, Political Action and Election Committee, OCAR 2011 - 2017
Member, Assessment Appeals Board for the County of Orange, 2008 – present
Commissioner, Parks & Recreation, City of Laguna Niguel 2008 - 2012
Member, Communication Advisory Committee, C.A.R. 2008 – 2012
Director, Orange County Association of REALTORS®, 2000 - 2005 & 2007 - 2012
Vice Chair, Communication Advisory Committee, C.A.R. 2011
CREPAC Trustee, Alternate, C.A.R., 2018 - 2019
IMPAC Trustee, C.A.R. Vice Chair 2018
IMPAC Trustee, C.A.R. 2012-2018
IMPAC Trustee Alternate, C.A.R. 2011
Member, Legislative Committee, C.A.R. 2008
Member, Communications Committee, National Association of REALTORS® 2008 -- NAR
Member, Business Issues Committee, National Association of REALTORS® 2018 – 2019
Member, Transaction & Regulatory, C.A.R. – 2016-2019
Member, Federal Committee, C.A.R. 2014- present
Member, Media Committee, OCAR 2007 - 2008
Member, Southern California MLS Finance Committee, 2007 – 2008
Member, Presidential Advisory Committee, OCAR 2007 – 2009
Member, Arizona Association of REALTORS®, 2007 – 2008
Member, West Maricopa Association of REALTORS®, 2007 – 2008
Chair, Independent Broker Forum, OCAR 2007 – 2008
Member, Independent Broker Advisory, OCAR 2007 - 2016
Chair, Special Events, OCAR 2006 – 2008
Chair, Education Committee, OCAR 2005 - 2006
Member, Housing Opportunity Committee, OCAR 2005 - 2008
Past Chair, Nominating Committee, OCAR 2005
Presiding Officer, Arbitration Review Panel, OCAR 2004 – present
President, Orange County Association of REALTORS®, 2004
President Elect, Orange County Association of REALTORS®, 2003
Member, Strategic Planning, OCAR 2003 – 2009
Director, California Association of REALTORS®, 2003 – present
Director, National Association of REALTORS®, 2003 – 2008, 2019 -2020
Member, Finance Committee, OCAR 2002 – 2016
Member & Past Chair, Marketing and Membership Committee, OCAR, 2001 – 2015
Member, National Association of REALTORS®, 1989 – present
Member, California Association of REALTORS®, 1989 – present
Member, Orange County Association of REALTORS®, 1989 – present
Member, Laguna Niguel Chamber of Commerce, 2005 – present
Member, Laguna Niguel Historical Society, 2012 – present
Member, Laguna Niguel Republican Women Federated, 2018 – present
Member, Lisa Cosenza Scholarship Fund, 2017 - present

AWARDS / RECOGNITION

Received "Leadership Award" from the Orange County Fair Housing Council, 2007
Named "Women's Mover and Shaker" by O.C. Metro Magazine, 2003
Recognized as the Orange County Association of REALTORS® REALTOR® of the Year, 2003
Awarded "Top Producer" awards from several Real Estate Firms

EDUCATION AND TRAINING

Licensed Real Estate Broker, California
Attended Long Beach City College, Saddleback Junior College and Orange Coast College
Completed Continuing Education classes in Real Estate Law and Practice
Certified Seniors Residential Specialist
Certified ePro
Certified Short Sales & Foreclosure
Trained in Roberts Rules of Order
Trained in Ethics
Public Speaking: Toastmasters

PERSONAL INFORMATION

Married for 46 years to my wonderful husband Rick, we have three children and five darling grandchildren. Personal interests include trips to the High Sierras with fishing and hiking, youth sports, life-long learning, continuing professional education, antiques and politics.

Since the murder of our daughter on October 12, 2017, I am driven and committed more than ever for Public Safety. Through our daughter's death, our nonprofit organization was formed. This nonprofit is a scholarship fund and for two years in a row, we've awarded high school students at Dana Hills High School (our daughters alma mater) many scholarships. This is something that our daughter believed in and we plan to continue to pursue this endeavor.