

David Knox

Instructor Resume

DESIGNATIONS

Graduate Realtors Institute (GRI), Minnesota Association of Realtors, 1978
Certified Residential Specialist (CRS), National Association of Realtors, 1979

PROFESSIONAL MEMBERSHIPS

1993-1994 Member, National Association of Home Builders
1991-present Member, National Speakers Association
1990 Chairman, Faculty Committee, RS Council
1988-1994 RS Faculty committee
1979-1994 RS Courses committee
1988 Chairman, RS Marketing committee
1987 Chairman, RS Courses committee
1985-1988 RS New Products committee
1982 Listed as biography in Who's Who in the Midwest

CAREER EXPERIENCE

<i>Dates</i>	<i>Organization</i>	<i>Place</i>	<i>Position</i>
1973-1978	Burnet Realty	Minneapolis	Sales Associate
1976-1982	Burnet Realty and Merrill Lynch	Minneapolis	Training Director
1977-1978	Burnet Realty	Minneapolis	Branch Office Manager
1983-1987	Merrill Lynch Realty	Stamford, CT	National Training Director
1986	National Association of Realtors		Nominee; Outstanding Instructor award
1987-present	David Knox Productions, Inc.	Minneapolis	President

2011 Received "On the Shoulders of Giants" award from RIS Media for 25 years of industry teaching

EDUCATION PERTAINING TO REAL ESTATE

Minnesota School of Real Estate	50 hour pre-license course
GRI II	Minnesota Association of Realtors
GRI III	Minnesota Association of Realtors
Wilson Learning	Managing Interpersonal Relationships
Wilson Learning	S-4 Social Behavioral Styles
American Management Association	Fundamentals, Newly Appointed Managers
American Management Association	Developing District Managers
National Association of Realtors	MM 101, Intro to RE Office Management
Advanced Management Research	Assertive Management
The Stone Institute	Dave Stone Management Seminar
Pacific Institute	Achieving Your Potential
National Association of Realtors	Instructor Development Workshop

TEACHING EXPERIENCE

<i>Dates</i>	<i>Organization</i>	<i>Place</i>	<i>Topics</i>
1976-1983	Burnet Realty	Minneapolis	Company training
1982-1983	Merrill Lynch Realty	Minneapolis	Company training
1979-1983	Prosource	St. Paul	Continuing Education
1979-present	National Association of Realtors	Chicago, IL	CRS courses
1983-1987	Merrill Lynch Realty	Stamford, CT	National training
1987-present	David Knox Productions, Inc.	Minneapolis	Real estate sales