

Karl A. Webster

Work experience

06/03 - Present **Webster Appraisal Group**
Higley, AZ

Owner/Real Estate Appraiser

- Managing real estate appraisal company and performing residential real estate appraisals throughout Maricopa County and parts of Pinal County.

06/01 – 06/03 **Nelson Butler & Associates**
Tempe, AZ

Real Estate Appraisal - Internship

- Trained under supervision of Nelson L. Butler, Certified Real Estate Appraiser, learning all aspects of the residential real estate appraisal process.
- Performed residential real estate appraisals throughout Maricopa County and parts of Pinal County.

11/97 - Present **World Financial Group/World Group Securities, Inc.**
Gilbert, AZ

Branch Office Manager/Marketing Director

- Continuously supervise, monitor and expand all phases of Branch Office operations, sales, and client relations including recruiting, product training, sales training, licensing, continuing education, and compliance regulation.
- Motivate team of 20-50 registered representatives to increase production through weekly product and sales training classes which I teach, as well as daily “hands-on” field training with individual reps.
- Organize system of developing “leaders” and field trainers from among registered representatives in order to increase efficiency and overall productivity of the team.
- Deliver weekly public financial seminars to groups of 10-50 people explaining financial concepts for individuals and small to medium-sized businesses in order to generate interest in our financial products and services and increase sales.
- Lead by example by maintaining personal prospecting, contacting, and production standards as a commission-based independent contractor.
- Have received numerous awards and recognition for top branch production as well as top personal production in Arizona.

7/96 – 11/97 **World Marketing Alliance/WMA Securities, Inc.**
Gilbert, AZ

Registered Representative

- Commission-based independent contractor engaged in prospecting, contacting, and consulting individuals and small to medium-sized businesses, offering a wide array of financial services and products including mutual funds, UIT's, 401(k) and other qualified plans, life insurance, health insurance, residential and commercial lending, debt management and elimination, equipment leasing, wealth accumulation and estate preservation concepts, etc.
- Received numerous awards and recognition as top producer in Arizona.

9/94 – 7/96

Arizona State University
Tempe, AZ

Manager

- Hired, trained and managed team of 8-12 engineering students in all phases of energy conservation analysis process for small to medium-sized manufacturing facilities throughout Arizona.
- Process involved “cold-calling” key decision-makers at manufacturing facilities, generating interest, scheduling walk-through audit, supervising walk-through audit of plant to collect data on everything using electricity or gas (lighting, HVAC, boilers, motors, compressors, injection molding, electroplating, all mechanical/electrical equipment, etc.), generating and publishing very technical reports (100-150 pages) outlining 6-15 major energy conservation opportunities (ECO’s) and 10-20 minor ECO’s. Each ECO included theoretical concept, mathematical analysis of data, estimate of potential energy savings, dollar savings (from actual electric and gas bills), implementation cost (from research of equipment and labor providers) and payback period analysis.
- Typical potential energy bill savings of \$30,000 - \$300,000 annually per client. Follow-up tracking revealed average of more than 50% actual implementation of all recommendations by manufacturing facilities within 1 year of report resulting in millions of dollars of actual energy cost savings with corresponding reduction in energy usage.

Education

1996

Arizona State University
Tempe, AZ

B.S.E. Mechanical Engineering

- Emphasis in energy systems, thermodynamics, power conversion and heat transfer.

Skills/Interests

- Excellent written and verbal communication skills ranging from technical writing to public speaking.
- Very skilled in sales, relationship building, team building and time management.
- Analytical thinker with “bottom-line” business focus.
- Fluent in Portuguese and conversational Spanish.
- Accomplished pianist.
- Enjoy playing sports and outdoor activities.
- Willing to “go the extra mile” in order to “get it done!”

References

Nelson L. Butler (Certified R.E. Appraiser)	(480) 967-4400
Geoffrey S. Larsen (Mortgage Broker/OSJ Manager)	(602) 524-6592
Carl H. Bloomfield (Fellow engineering student, friend)	(602) 694-2778