

TERESE (TERRY) PENZA, RCE, CAE
Vernon Hills, IL 60061

terry@terrypenza.com

WORK HISTORY

President & Chief Executive Officer of the North Shore – Barrington Association of REALTORS®, 1994 to present
Association name changed in 1998 to North Shore – Barrington Association of REALTORS®
Executive Vice President of the North Shore Board of REALTORS®, May 27, 1986 to 1994
Executive Vice President of the Belleville Board of REALTORS®, March 1, 1981 to 1986
Executive Vice President of the Alton-Wood River Board of REALTORS®, February 2, 1978 to February 28, 1981
Executive Vice President of the Danville Area Board of REALTORS®, May 17, 1976 to December 31, 1977
REALTOR® affiliated with Vince Penza, REALTOR®, 1975-1976
Elected Secretary of the Jacksonville Board of REALTORS®, 1971-1976
REALTOR®-ASSOCIATE affiliated with Vince Penza, REALTOR®, 1971-1976

PROFESSIONAL DESIGNATIONS

REALTOR® Association Certified Executive (RCE), 1991 (first class to earn the designation)
Certified Association Executive (CAE), 1986

EDUCATION

National Association of REALTORS® annual Association Executive Seminar, 1977 to present
Illinois Association of REALTORS® annual Association Executive Seminar, 1976 to present
National Association of REALTORS® annual Leadership Conference to present
National Association of REALTORS® Certified Professional Standards Procedures Instructor, 1986
American Society of Association Executives Symposium for chief Elected Officers and Chief Staff Executives, 1990, 1992-to present
National Association of REALTORS® Excel Program, Creating Winning Publications, November, 1987
Completed National Association of REALTORS® Executive Officers Self Study Course, 1985
First year completion of National Association of REALTORS® Executive Officer's Seminar, 1976 and 1993
Salesmanship Course A, 1974
Graduate, REALTORS® Institute, 1973
Springfield College in Illinois, 1970
Hardin Business College, 1969
Illinois College, 1967-1969

ILLINOIS ASSOCIATION OF REALTORS® COMMITTEES

Association executives comm 2010
Leadership development w.g. 2010
One per board/ae 2010
Ps programs & workshops w.g. 2010
Strategic planning committee 2010
Association executives comm 2009
One per board/Friday mail
Professional standards committee 2009
Realtor of the year committee 2009
Strategic planning committee 2009
Technology working group 2009
Association executives comm 2008

One per board/Friday mail
Professional standards committee 2008
Realtor of the year committee 2008
Strategic planning committee 2008
Association executives comm 2007
One per board/Friday mail
P.s. programs & workshops w.g. 2007
Realtor of the year committee 2007
Strategic planning committee 2007
Technology working group 2007
Association executives comm 2006
One per board/Friday mail
P.s. programs & workshops w.g. 2006
Strategic planning committee 2006
Technology working group 2006
Ae's & brd pres without ae's
Association executives committee 2005
Prof std programs/workshops w.g. 2005
Professional standards committee 2005
Statewide ombudsman t.f. 2005
Statewide pro std agreement task force 2005
Technology working group 2005
Ae's & brd pres without ae's
Association executives committee 2004
Finance committee 2004
Technology working group 2004
Ae's & brd pres without ae's 2003
Association executives committee 2003
Finance committee 2003
Professional standards committee 2003
Strategic planning committee 2003
Ae's & brd pres without ae's 2002
Association executives committee 2002
Finance committee 2002
Political fundraising w.g. 2002
Ae's & brd pres without ae's 2001
Association executives comm 2001
Prof standards programs w.g. 2001
Prof standards workshops w.g. 2001
Professional standards comm 2001
Technology w.g. 2001
Assn executives & brd pres w/o ae's
Association executives forum 2000
Technology working group 2000
Association executives forum '99
Nar directors '99
Rpac/impac fundraising agreements w.g. '99
Strategic planning committee '99

Affinity working group '98
Association executives forum
Finance working group '98
Member services member involvement group
Technology working group
Association executives forum 1997
Education working group 1997
Equal opportunity working group 1997

Lic law office of banks/enforcement work grp
License law rewrite task force 1997
Political fundraising working group
Prof development member involvement group
Professional standards committee
Technology working group - chrm
Association executives forum '96
Pre-license & ce re-write work group 1996
Prof dev member involvement group '96
Prof std interstate arbitration wkg grp 1996
Prof std state wide hearing pnl wkg grp 1996
Professional standards comm '96
Professional standards workshop '96
Executive officers comm '95
Finance committee '95
Professional standards comm '95
Proportionate voting task force 1995
Strategic planning comm '95
Executive committee '94
Executive officers comm '94 - chrm'
Finance committee '94
Legislative coordinating comm '94
Strategic planning comm '94
Executive officers comm 1993
Finance committee 1993
Prof standards comm 1993
Realtor focus group 1993
Member Services MIG, 1998-2000
Technology Working group, 1998-2000
Strategic Planning, 1998
Finance Working Group, 1998
Member Services MIG, 1996-1998
Technology Working Group Chairman, 1997
Technology Working Group, 1998
Executive Committee, 1984, 1994, 1995
Political fundraising Working Group, 1997
Equal Opportunity Working Group, 1997
License Law Office of Banks & Real Estate/Enforcement Working Group, 1997
License Law Rewrite Task Force, 1997
Professional Development Member Involvement Group, 1997
Interstate Arbitration Working Group, 1995

Pre-Licensing Education Working Group, 1996
Professional Development, 1996
Education Working Group, 1996
Member Involvement, 1996
Legislative Committee, 1994
Strategic Planning Committee, 1994, 1995
Finance Committee, 1993-1995, 1998
Executive Officer's Committee Chairman, 1984, 1994, 1995
Executive Officer's Committee Vice Chairman, 1983
Executive Officer's Seminar Sub Committee Chairman, 1982
Illinois REALTOR® magazine task force, 1990-1993
REALTORS® for Illinois Committee, 1983
Legislative Committee, 1982-1986
Spring Conference Committee, 1984-1988
MLS Forum and Panel member, 1981-1984
Executive Officer's Committee, 1976 to present
Membership Committee, 1983
Financing Sub Committee of the Legislative Committee
All Active Task Force Committee
Promotional Task Force
Executive Officer's Leadership Sub Committee Chairman, 1983
Executive Officer's Assistant Sub Committee Chairman, 1987
Executive Officer's Round table Sub Committee
Host and Hospitality Sub Committee of the Convention Committee
Press Book Judge, 1974-1980
Convention Committee, 1975
REALTOR®-ASSOCIATE Committee 1973-1974
Education Policy & Planning, 1984
RPAC Trustees, 1984
Professional Standards Education Task Force, 1983-1987
Mortgage Fund Task Force, 1984
Historic Preservation Task Force, 1984
Professional Standards Committee, 1982-1987
Real Estate Education Foundation Nominating Committee, 1985
Legal Issues Task Force, 1986-1988
Professional Development, 1987-1988

NATIONAL ASSOCIATION OF REALTORS® COMMITTEES

2010 AEC Association Models
2010 Association Executives Committee - Forum-2010
AEC AE Competencies Work Group-2009
2009 Business Issues Committee-2009
2009 AEC Recommendations and Recognition Subcommittee-2009
AEC Generation AE Work Group - Chrm-2008
2008 Business Issues Committee - AEC Liaison-2008
2008 AEC Recommendations and Recognition Subcommittee-2008
2007 Association Executives Committee - Forum-2007
2005 Association Executives Committee - Forum - Advisory Board Chair-2005
2005 AEC AE Institute Advisory Board - Chair-2005
2004 AEC AE Institute Advisory Subcommittee Vice Chair-2004
2003 AEC-RCE Certification Board - Immediate Past Chair-2003
2003 AEC Recommendations and Recognition Subcommittee-2003
2002 Association Executives Committee-2002
2002 AEC-RCE Certification Board - Chrm-2002
2002 PAG on Buyer Representation Issues-2002

2001 Association Executives Committee-2001
2001 AEC Professional Development Oversight Subcommittee - Vice Chrm-2001
2001 AEC-RCE Certification Board - Vice Chrm-2001
2000 RCE Certification Board-2000
AEC Strategic Planning Subcommittee-1999
Issues Subcommittee-1999
RCE Certification Board-1999
Association Executives Committee-1999
Board of Directors - Association Exec-1999
RCE Certification Board-1998
Issues Subcommittee-1998
Association Executives Committee-1996
Professional Standards Forum-1996
Designations and Certification Programs Subcommittee-1996
Eoc/Publications & Communication Sub. - Chrm-1995
Association Executives Committee-1995
AEC / Planning and Oversight Panel-1994
RAMI / AE Institute Project Team-1994
Leadership Resources Subcommittee - Vice Chrm-1994
Association Executives Committee-1994
Professional Development Subcommittee-1994
Eoc/Organizational Development-1993
Association Executives Committee - Ex-Officio-1993
Professional Standards Forum-1993
Executive Officers/Annual Eo Institute-1993
Eoc/Publications & Communication Sub.-1992
Executive Officers/Annual Eo Institute-1991
Membership Policy and Board Jurisdiction Committee-1991
Eoc/Publications & Communication Sub.-1991
Issues Mobilization Committee - Ex Officio-1990
Eoc/Publications & Communication Sub.-1990
Association Executives Committee-1990
Corporate Membership Task Force-1989
Leadership Resources Subcommittee-1989
Association Executives Committee-1988
Membership Policy and Board Jurisdiction Committee-1988
Eoc/Publications & Communication Sub.-1987
Multiple Listing Policy Committee-1986
Eoc/Publications & Communication Sub.-1986
Eoc/Publications & Communication Sub.-1985
Multiple Listing Policy Committee-1985
Membership Policy and Board Jurisdiction Committee-1985
Eoc/Publications & Communication Sub.-1984
Membership Policy and Board Jurisdiction Committee-1983
Eoc/Publications & Communication Sub.-1983
Membership Policy and Board Jurisdiction Committee-1982
Eoc/Publications & Communication Sub.-1982
Membership Policy and Board Jurisdiction Committee-1981
Eoc/Publications & Communication Sub.-1981
State & Municipal Legislation Committee-1980
Political Affairs/Congressional Liaison-1980
Education Committee-1980
Legislative Committee-1980
Education/Realtor Institute-1980
Certificate Program Working Group, 1997
Designation Work group, 1997

CIPS Advisory Committee, 1996-1997
Study Group on Open MLS, 1995
Task Force Chairman, The Executive Officer magazine, 1983-1986
Judge, Board Newsletter Contest, 1982-1985

PUBLISHED ARTICLES

"A Successful Membership Drive", The Executive Officer, October 1983
"The XYZ Board's First EO", The Executive Officer, March 1984
"Orient and Involve Staff to Create a True Team Approach", The Executive Officer, August 1987
"Broker's Voice - Relationship and Representation", The Executive Officer, Summer, 1996
Featured in the American Society of Association Executive's Magazine in 1999 on Year 2000 issues.
"Run it like a Business?", Forum, published by Association Forum, June 2001
Shared Services A REALTOR® Association Partnership Initiative by Cathy Whatley, I was interviewed for the article
Daily Real Estate News July 14, 2005 – "Internet Buyers More Profitable, Survey Says"

SPEAKING ENGAGEMENTS AND PRESENTATIONS

North Shore WCR each year
Illinois Association of REALTORS® AE Seminar 2010
California Association of REALTORS® AE Seminar 2010
Speaker at the AE Institute 1996-2006, 2011
Developed and instruct on the Code of Ethics for continuing education for the state of Illinois
Instructor at the Illinois REALTORS® Institute on Code of Ethics and Technology, 1995 to 2005(twice a year)
IAR Professional Standards Seminar, morning, featured speaker at lunch and afternoon sessions for three days in a row, 1995 and 1996
Prudential Preferred properties Regional Managers meeting, 1995
NAR Workshop Panel on Technology, 1996
Bloomington Board of REALTORS®, 1997
National Association of REALTORS® Association Executives Institute, 1997
Illinois Association of REALTORS® Convention, 1996
Illinois Association of REALTORS® EO Seminar/Leadership Conference, 1995
Texas Association of REALTORS®EO Seminar, 1995-1996
Ohio Association Executive Seminar, 1996
Association Executives Institute, 1996 (4 different sessions)
Will County Association of REALTORS®, Code of Ethics, 1995
Northwest Suburban Association of REALTORS®, Code of Ethics, 1993-1995
West Towns Association of REALTORS®, Code of Ethics, 1992-1995
IAR WCR, Career Path, 1995
Central Association of REALTORS®, Code of Ethics, 1994
Springfield Association of REALTORS®, Code of Ethics, 1994
Instructor, Code of Ethics, Illinois REALTORS® Institute (GRI) 1988 to present
Illinois Association of REALTORS® Professional Standards Seminar, 1982 to present
Indiana Executive Officer's committee, July, 1993
Northwest Suburban WCR Chapter, November 9, 1993
Rotary Club of Wilmette Harbor, May, 1993
West Towns Board of REALTORS®, February, 1993
Northwest Association of REALTORS®, February, 1993
National Association of REALTORS® Idea Exchange, Small Board, February 1986
National Association of REALTORS® Idea Exchange, February, 1987
National Association of REALTORS® Professional Standards Skit, May 1987
Illinois Association of REALTORS® Leadership Conference, REALTORS® Trivial Pursuit, October, 1986
Illinois Association of REALTORS® Leadership Conference, 1981, 1984
Illinois Association of REALTORS® Professional Standards Panel, 1983
Illinois Association of REALTORS® Multiple Listing Committee Panel, 1981-1984
Illinois Association of REALTORS® Make America Better Committee Presentation, 1982

East Central Illinois Board of REALTORS® full Orientation Class, 1976-1977
Edwardsville-Collinsville Board of REALTORS® Orientation Class, 1982
Illinois Association of REALTORS®, Effective Committees, 1982
Illinois Association of REALTORS®, Advanced Professional Standards Training, 1985-1987
Scott Air Force Base, Homebuyer's Seminar, 1985-1986
Illinois Association of REALTORS®, Getting Involved with Your Association, 1984
National Association of REALTORS®, Executive Officers Seminar, Multiple Listing Services, 1984
Illinois Association of REALTORS® Professional Standards Appeal Process, 1983
Illinois Chapter of Women's Council, Women in Leadership Roles, 1983
National Association of REALTORS®, Membership Retention and Recruitment, 1985 and 1986
Illinois Association of REALTORS®, How to Set up a Regional MLS, 1986

AWARDS

August 2005 Winner of the Illinois Association of REALTORS Distinguished Service Award
November, 1998 first class of the Bud Smith AE Leadership Society
Special Recognition for ten years as an instructor for the Illinois REALTORS® Institute
Special Recognition for five years as an instructor for the Illinois REALTORS® Institute
Certification of Appreciation from IAR for 1996 Professional Standards Workshops
Certification of Appreciation from IAR for 1995 Professional Standards Workshops
Certification of Appreciation from IAR for 1995 "outstanding Leadership and service"
Special Resolution by Illinois Association of REALTORS® Executive Committee in recognition of membership recruitment program, 1983
Illinois Association of REALTORS®, President's Outstanding Service Medallion, 1984
Illinois Association of REALTORS®, President's Certificate for Professional Standards Seminar, 1985
Curve Bar, Highest award given by Girl Scouts, when I was a teen
Omega Tau Rho, a real estate fraternity

PROFESSIONAL AFFILIATIONS

Member, American Society of Association Executives
Member, Chicago Society of Association Executives

COMMUNITY WORK

St Joseph Catholic Church: Altar Server, Usher, Liturgy Coordinator, Proclaimer, Eucharistic Minister
Chairman, Worship Committee of St Joseph Parish, 2007 - 2010
Joseph Development Condo Association President 2008 to present
Illinois College Alumni Association 1992 to 1995
Oakton Community College Real Estate Advisory Board, 1987 to present
Deputy Registrar, Lake County, 1992 to 1995
Member of DAR
Junior Women's Club: Chairman of Membership, Chairman of Press and Publicity, Chairman of Community Improvement, Board of Directors
Chairman, Passavant Hospital Auxiliary Bazaar
Publicity Chairman, Central Park Plaza Association Art Fair
Chairman, Zonta Club, Status of Women
President and Vice President of Beta Sigma Phi, Omega Chapter
Founder and President of the Executive Club
Member, REALTORS® for re-election of Congressman Paul Findley
Collected for: Cancer Society, Heart Fund, United Way, March of Dimes
Set up Monopoly Tournament for Cystic Fibrosis
Director, Belleville Industrial Development Corporation

8/4/2010

rap/eo/resum.asi