


<p>DELIVER TO: City of Fort Pierce 100 North U.S. #1 Fort Pierce, FL 34950</p> <p>MAIL TO: City of Fort Pierce Procurement Dept. P.O. Box 1480 Fort Pierce, FL 34954-1480</p>	<p>REQUEST FOR PROPOSALS and PROPOSER ACKNOWLEDGMENT</p>
<p>Contact: Gelencia Carter, 772-467-3748</p>	<p>RFP No: 2016-012</p>
<p>Mandatory Pre-Bid Conference Date: N/A</p>	<p>RFP Title: REAL ESTATE BROKER SERVICES</p>
<p>Mandatory Pre-Bid Location: N/A</p>	<p>RFP Opening Location: City of Ft. Pierce Procurement Dept. 100 North U.S. #1, 1st Floor Ft. Pierce, Florida 34950</p>
<p>RFP Due Date & Time: 3:00 PM, TUESDAY, JANUARY 12, 2016</p>	<p>If you need any reasonable accommodation for any type of disability in order to participate in this procurement, please contact this department as soon as possible.</p>
<p>Proposer Name: FLEISCHMAN REALTY GROUP, LLC ----- Mailing Address: 220 ORANGE AVENUE ----- ----- -----</p>	<p><i>I hereby certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a bid for the same materials, supplies or equipment, and is in all respects fair and without collusion or fraud. I agree to abide by all conditions of this bid and certify that I am authorized to sign this proposal for the proposer.</i></p> <p>X  Authorized Signature (Manual)</p>
<p>City, State, Zip Code: FORT PIERCE, FL 34950</p>	<p>Typed or Printed Name: LAURA FLEISCHMAN</p>
<p>Type of Entity (Circle One): Corporation Partnership Proprietorship</p>	<p>Title: BROKER</p>
<p>Incorporated in the State of: FL Year: 2009</p>	<p>Delivery in _____ days, ARO</p>
<p>Phone Number: 772-905-8702</p>	<p>Payment Terms: Net 30 Days</p>
<p>Fax Number: 772-905-4900</p>	<p>FEIN or SS Number: 27-0914025</p>
<p>E-Mail Address: laurafleischman@gmail.com</p>	<p>Local Business: <input checked="" type="checkbox"/> Y <input type="checkbox"/> N MWBE: <input checked="" type="checkbox"/> Y <input type="checkbox"/> N</p>
<p>Bid Security is attached, when required, in the amount of \$ _____ F.O.B. DESTINATION</p>	<p>If returning as a "No Bid" state reason:</p>
<p>THIS PAGE MUST BE COMPLETED AND RETURNED WITH YOUR BID</p>	



PROPOSER'S QUESTIONNAIRE

RFP #2016-012

Real Estate Broker Services

It is understood and agreed that the following information is to be used by the City of Fort Pierce to determine the qualifications of Proposers to perform the work required. The Proposer waives any claim against the City that might arise with respect to any decision concerning the qualifications of the Proposer.

The undersigned attests to the truth and accuracy of all statements made on this questionnaire. Also, the undersigned hereby authorizes any public official, person, firm or corporation to furnish the City of Fort Pierce any pertinent information requested by the City deemed necessary to vary the information on this questionnaire.

Dated this 12th day of JANUARY, 2016.

FLEISCHMAN REALTY GROUP, LLC

Name of Organization / Proposer

By: LAURA FLEISCHMAN, BROKER/OWNER

Name and Title

(If more space is needed, please attach additional sheets.)

1. Corporation, Partnership, Joint Venture, Individual or other?
LLC

2. Firm's name and main office address, telephone and fax number, e-mail:

FLEISCHMAN REALTY GROUP, LLC

220 ORANGE AVE

FORT PIERCE, FLORIDA 34950

3. Give the names of the person who will be authorized to make decisions and speak as a representative of the Proposer, their titles, addresses and telephone and facsimile numbers.

LAURA FLEISCHMAN, BROKER

KENT FLEISCHMAN, SALES AGENT

KENT FLEISCHMAN, JR, SALES AGENT

4. Firm's previous names (if any).

NONE

5. How many years has your organization or individual been in commercial real estate business and locations?

ORGANIZATION:

Years: **7 YEARS** Location(s): **FORT PIERCE, PORT ST. LUCIE**

INDIVIDUAL:

Years: **25 YEARS** Location(s): **FORT PIERCE, PORT ST. LUCIE, MIAMI, NEW JERSEY, NEW YORK**

Licenses: **FLORIDA REAL ESTATE BROKER
FLORIDA REAL ESTATE CORPORATION
FORT PIERCE BUSINESS LICENSE**

Certifications: **FLORIDA MINORITY, WOMEN BUSINESS CERTIFICATION
CERTIFIED DISTRESSED PROPERTY EXPERT
NATIONAL ASSOCIATION OF REALTORS MEMBER
INTERNATIONAL CONSORTIUM OF REAL ESTATE ASSOC.**

6. Names of personnel (if other than Proposer) that will be performing requested realtor services/work:

**KENT FLEISCHMAN REALTOR
KENT FLEISCHMAN, JR, REALTOR**

7. Proposer sale & lease history of commercial property? Include the following information:

<u>Date</u>	<u>Commercial Sq ft</u>	<u>Location</u>	<u>Sale price</u>	<u>Annual lease</u>	<u>Listing Date</u>
3/9/11	(3) 3acre lots	2790 Gentile Rd Fort Pierce,	\$147,000		11/5/2011
2/5/11	4188	2100 NW Courtyard Cir Port St. Lucie		\$108,000	
2/8/12	23,756	529 NW Prima Vista Blvd. Port St. Lucie	\$1,725,000		6/2011
8/7/12	11,661	625 S US Hwy 1 Fort Pierce	\$ 230,000		2/2012
8/22/12	4658	1156 S Ocean Drive Fort Pierce	\$ 455,000		12/23/2013
8/7/14	3968	1144 S Ocean Drive Fort Pierce	\$ 405,000		3/28/2014
12/1/15	SUITES	201 S 2 ND ST		various	12/1/15

8. List training/education of Proposer and Proposer staff that will be assigned to this project:

**FLORIDA REAL ESTATE LICENSE
FLORIDA REAL ESTATE BROKER
FLORIDA COMMUNITY MANAGER
VARIOUS ONLINE COMMERCIAL REAL ESTATE COURSES**

9. Provide market and advertising methods. (*SEE #14 AND #15*)

1. Depending on the property, market to the local realtors via flyers, emails and the Board of Realtors. Perform Realtor seminars and tours.

2. Heavy exposure on the Internet.

3. Also, alert the commercial investor community of investment opportunities.

4. Notify large and small local, national and international companies who need to relocate or expand. Do different analysis to show why these companies should move to this area.

5. Advertising methods include some of the following:

- **REAL ESTATE BOOK (*LOCAL WITH NATIONAL LISTINGS*)**
- **LOCAL NEWSPAPER (*SCRIPPS, PALM BEACH POST, MIAMI HERALD*)**
- **INTERNATIONAL NEWSPAPERS (*NY TIMES, WASHINGTON POST*)**
- **INTERNET (*TRULIA, ZILLOW, CRAIGSLIST, BACKPAGE, LOOPNET, CITYFEET, BIZ BUY/SELL, EBAY, OODLE, REALTOR.COM, LINKEDIN, TWITTER, ETC.*)**
- **FLYERS**
- **DOWNTOWN FORT PIERCE STORE FRONT LISTING DISPLAY**
- **WEBSITE FleischmanRealtyGroup.com**

10. List knowledge of public real estate records that will be used by your firm.

CITY OF FORT PIERCE

COUNTY OF ST. LUCIE TAX ASSESSOR OFFICE

COUNTY OF ST. LUCIE COUNTY CLERK'S OFFICE

11. List method(s) use for rent/lease assessment

**PERFORMING A BROKER PRICE OPINION USING MLS, LOOPNET
CITYFEET ETC.**

12. Method used for background checks.

WE USE TENANTREPORTS.COM WHICH IS A SCREENING SERVICE FOR CREDIT AND BACKGROUND CHECKS OF COMPANIES AND INDIVIDUALS, DUNN AND BRADSTREET FOR COMPANIES.

13. List marketing strategies used for lease properties

Depending on the property the following might be used:

- Invest in high quality professional photographs or renderings that can be used across all online and offline marketing efforts. A fundamental step towards introducing your property to potential customers is through strong, visual and atmospheric imagery that brings the property to life and tells its unique story.
- Create an identity and brand for the property – establish a reputation by creating an original identity and logo for the property that targets your niche market.
- Define your key message(s) – what makes this property stand out from competitors? Crafting the value proposition with good copy will help set the foundation for your marketing communications and materials.

Offline Marketing Plan

- **Print collateral** – invest in high-end print collateral such as a glossy brochure, flyers, research and other marketing materials that tell prospective customers the right story about your commercial real estate property. Where possible, ensure that the design can be adapted for digital use.
- **Display and window signage** – stand out from a multitude of other properties by reinforcing the brand and creating an eye-catching banner, monument sign or window graphic that visually showcases what the property has to offer in a nutshell.
- **Broker events** – stage a memorable networking event at the property that will enable you to connect directly with prospective customers and brokers within the environment of the product you are promoting.
- **Print media** – it always pays to build brand awareness and maintain a strong and active presence in major newspapers and industry specific magazines.
- **Direct mail** – mail can still be an effective way of getting property information into the hands of brokers, if done correctly. The key to success is access to a laser targeted list and investing in a direct mail piece that stands out.

Online Marketing Plan

- **Digital brochures** – attention grabbing and creative digital brochures that can be sent via email are ideal for bridging the gap to a wider audience.
- **Website development** – create and launch a custom-made website that allows users to find, view and interact with key information at the click of a button. With almost 80% of investors and tenants starting their search online, it's imperative your website not only looks good, but also can be found. Websites need to be visual, informative and user-friendly for any device (desktop, tablet and mobile).
- **Outreach marketing** – attract potential tenants and investors by connecting with 3rd party journalists, industry influencers, analysts and bloggers that can produce effective press coverage and industry specific articles.
- **Email campaigns** – Include information about the property as well as relevant industry updates and be sure to link it back to your website and social media pages.

- **Online press release** – this trusty PR tool allows us to stay ahead of the game and as it's online it can be passed on and shared at the click of a button.
- **Social Media** –Twitter and LinkedIn are used to demonstrate expertise and get the corporate message across in a more informal way.
- **Media placements** – buying advertising space in relevant online magazines, business journals and news publications will make sure you are generating impressions in front of your target audience and help your property to ride high in Google search engine results.

- **REAL ESTATE BOOK (LOCAL WITH NATIONAL LISTINGS)**
- **LOCAL NEWSPAPER (SCRIPPS, PALM BEACH POST, MIAMI HERALD)**
- **INTERNATIONAL NEWSPAPERS (NY TIMES, WASHINGTON POST)**
- **INTERNET (TRULIA, ZILLOW, CRAIGSLIST, BACKPAGE, LOOPNET, CITYFEET, BIZ BUY/SELL, EBAY, OODLE)**
- **FLYERS**
- **DOWNTOWN FORT PIERCE STORE FRONT LISTING DISPLAY**
- **WEBSITE FleischmanRealtyGroup.com**

14. List marketing strategies used for properties for sale

Depending on the property the following might be used:

- Invest in high quality professional photographs or renderings that can be used across all online and offline marketing efforts. A fundamental step towards introducing your property to potential customers is through strong, visual and atmospheric imagery that brings the property to life and tells its unique story.
- Create an identity and brand for the property – establish a reputation by creating an original identity and logo for the property that targets your niche market.
- Define your key message(s) – what makes this property stand out from competitors? Crafting the value proposition with good copy will help set the foundation for your marketing communications and materials.

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- **FLYERS**
- **DOWNTOWN FORT PIERCE STORE FRONT LISTING DISPLAY**
- **WEBSITE FleischmanRealtyGroup.com**

15. List current and past litigation of your firm within the past five (5) years.


NONE

16. Provide a list of three (3) past clients for this size and type of property

Client name	Telephone#	Email	Property Title
BRIAN STONE	772-370-4777	bstone@boatloans.net	201 S 2ND ST.
ARIF PARUPIA	772-370-7573	<u>peterpl1@optonline.net</u>	529 NW PRIMA VISTA
MARK FREDERICK	858-504-0864	landmarkfrederick@gmail.com	1144 & 1156 S OCEAN

17. Is your firm a member of Multiple Listing Service (MLS)?
YES, Beaches MLS has been a member in good standing since 2004.

18. Broker agrees to abide by the terms and conditions of the City Contract.


 _____ BROKER
 Signature

19. ADDENDUM ACKNOWLEDGMENT - Proposer acknowledges that the following addenda have been received and are included in his/her proposal:

Addendum Number	Date Issued
1	January 5, 2016

20. Please enter below the percentage of the NET value (after all expenses) of the lease or sale that your firm will charge for the services that you will be providing. The City will not enter into an open-ended contract. This would be a one-time fee percentage of the new value of the lease or value of the net sale to the City.

Service	Fee
Sale	3.75% Net value
Lease	4% Net Value
Additional Services	Rate
Hourly rate for non-commission services.....	\$75.00 per hour
Additional advertising.....	10% over cost



Certification Statement Local Vendor Preference

I certify that my company meets all of the following qualifications to be eligible for the local vendor preference:

- 1) That my company has a fixed, staffed office or distribution point located in and having a street address within St. Lucie, Indian River, Martin or Okeechobee City for at least one year prior to the issuance of the request for competitive bids or request for proposals by St. Lucie City; and
- 2) That my company holds any business or Broker license required by St. Lucie City and/or can document payment of business license taxes in St. Lucie City;
- 3) That my company is principal offeror who is single offeror; a business which is the prime Broker and not a subBroker; or a partner or joint venturer submitting an offer in conjunction with other businesses.
- 4) Attached is a copy of a business or Broker license and/or business tax receipt for St. Lucie City, Indian River, Martin or Okeechobee Counties to verify that I have been in business at least one year prior to the issuance of the Request for Bid or Proposal.

Company Name: FLEISCHMAN REALTY GROUP, LLC

Address: 220 ORANGE AVE, FORT PIERCE, FL 34950

Business or Broker License Number: 3068356

Phone Number: 772-905-8702 Fax Number: 772-905-4900

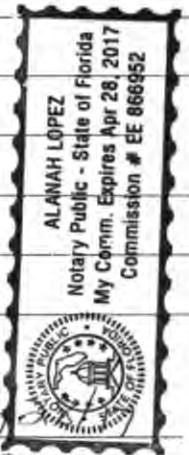
Owner's Name: LAURA FLEISCHMAN

Signature: [Handwritten Signature]

Sworn to before me this 12th day of Jan, 2016

Notary Public for the State of Florida My Commission Expires 4/28/2017

Notary Public Signature [Handwritten Signature] Printed Name Alannah Lopez



FOR PROCURMENT OFFICE ONLY ~ DO NOT COMPLETE BELOW

To be verified and completed by an authorized representative from the City of Fort Pierce Purchasing Department:

Vendor Certified by: _____ Date: _____
(Authorized Signature)

To be approved as a local bidder and receive bid preference on an eligible local project, this certification and a copy of your local business or Broker license must be submitted with your bonafide Bid/RFP package.



DRUG-FREE WORK PLACE FORM

The undersigned vendor in accordance with Florida Statute 287.087 hereby certified that

FLEISCHMAN REALTY GROUP, LLC

does:

(Name of Business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or Agreemental services that are proposed a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or Agreemental services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

Proposer's Signature

JANUARY 12, 2016

Date

**Request for Taxpayer
 Identification Number and Certification**

Give form to the requester. Do not send to the IRS.

Name (as shown on your income tax return)
FLEISCHMAN REALTY GROUP, LLC

Business name, if different from above

Check appropriate box: Individual/sole proprietor Corporation Partnership
 Limited liability company. Enter the tax classification (D=disregarded entity, C=corporation, P=partnership) ▶ **S...** Exempt payee
 Other (see instructions) ▶

Address (number, street, and apt. or suite no.)
220 ORANGE AVE

City, state, and ZIP code
FORT PIERCE, FL 34950

List account number(s) here (optional)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on Line 1 to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number
or
Employer identification number 27 : 0914025

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
- I am a U.S. citizen or other U.S. person (defined below).

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the Certification, but you must provide your correct TIN. See the instructions on page 4.

Sign Here Signature of U.S. person ▶ *[Signature]* Date ▶ **JANUARY 12, 2016**

General Instructions
 Section references are to the Internal Revenue Code unless otherwise noted.

Purpose of Form
 A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income.

Note. If a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax on any foreign partners' share of income from such business. Further, in certain cases where a Form W-9 has not been received, a partnership is required to presume that a partner is a foreign person, and pay the withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid withholding on your share of partnership income.

The person who gives Form W-9 to the partnership for purposes of establishing its U.S. status and avoiding withholding on its allocable share of net income from the partnership conducting a trade or business in the United States is in the following cases:

- The U.S. owner of a disregarded entity and not the entity,



CITY OF FORT PIERCE PROPOSER'S CHECKLIST

This checklist is provided to assist each Proposer in the preparation of their proposal response. Included in this checklist are important requirements, which is the responsibility of each Proposer to submit with their response in order to make their response fully compliant. This checklist is only a guideline~ it is the responsibility of each Proposer to read and comply with the Request for Proposal in its entirety.

Check "Yes" or "No" to each of the following:

	YES	NO
Is Request for Proposal cover page (page 1) completed, signed and attached?	<u> X </u>	<u> </u>
All prices have been reviewed for mathematical accuracy, all price corrections initialed, and all price extensions and totals thoroughly checked.	<u> X </u>	<u> </u>
Include proof of proper licensing as stated in proposal documents.	<u> X </u>	<u> </u>
Include proof of proper insurance as stated in proposal documents.	<u> X </u>	<u> </u>
Proposal envelope is marked accordingly.	<u> X </u>	<u> </u>
Is Drug-Free Work Place form signed and enclosed?	<u> X </u>	<u> </u>
W-9 Form completed, signed and attached?	<u> X </u>	<u> </u>
Are six (6, one original and five copies) complete proposal packages and one electronic (PDF) on a USB Flash Drive included?	<u> X </u>	<u> </u>

PLEASE SIGN AND RETURN WITH PROPOSAL  _____

January 5, 2016

CITY OF FORT PIERCE
REAL ESTATE BROKER SERVICES



RFP NO. 2016-012

ADDENDUM NO. 1

The purpose of this addendum is to provide modifications and clarifications to the specification as follows:

Section V – *Statement of Work, Proposer's Questionnaire*, item numbered 7. , has been modified and should read:

7. Proposer sale & lease history of commercial properties? Include the following information:

Date	Commercial Sq. ft.	Location	Sale Price	Annual Lease	Listing Date

All other conditions of this bid remain the same.

Please acknowledge receipt of this addendum and include it with your submittal.

Signature: _____

Manual

Signature: LAURA FLEISCHMAN, BROKER
Typed or Printed

Company Name: FLEISCHMAN REALTY GROUP, LLC

Address: 220 ORANGE AVE
FORT PIERCE, FL 34950

Date: JANUARY 12, 2016

/gc

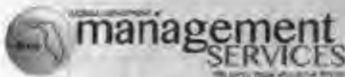
State of Florida

Minority, Women & Florida Veteran Business Certification

fleischman realty group

Is certified under the provisions of
287 and 295.187, Florida Statutes, for a period from:

12/17/2015 to 12/17/2017



Chad Poppell, Secretary
Florida Department of Management Services





RICK SCOTT, GOVERNOR

KEN LAWSON, SECRETARY

Florida Department of
**Business & Professional
Regulation**

**STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
DIVISION OF REAL ESTATE**

THE BROKER HEREIN IS LICENSED UNDER THE
PROVISIONS OF CHAPTER 475, FLORIDA STATUTES

FLEISCHMAN, LAURA

12205 SW BAYBERRY AVE
PORT ST. LUCIE FL 34987

LICENSE NUMBER: BK3068356

EXPIRATION DATE: SEPTEMBER 30, 2017

Always verify licenses online at MyFloridaLicense.com



Do not alter this document in any form.

This is your license. It is unlawful for anyone other than the licensee to use this document.

RESUME

LAURA FLEISCHMAN

18 West Harbour Isle Drive #202

Ft. Pierce, FL 34949

772-801-9808

laurafleischman@gmail.com

PROFESSIONAL EXPERIENCE

SKILLS SUMMARY

- * Accounting
- * Trade Union Liaison
- * Government Contracts and Negotiation
- * Customer Service
- * Attending Trade Conventions
- * Acquisitions
- * Affirmative Action Initiatives with knowledge of certification
- * Public Speaking at various conventions, training classes and procurement/job fairs
- * Advertising
- * Procurement
- * Private Sector Contracts
- * Computer Savvy
- * Networking
- * Preparing Bid Documents
- * Training/Hiring employees
- * Marketing and Sales
- * Project Management
- * Problem Solving
- * Scheduling
- * Great Communication Skills

EXPERIENCE

2009-PRESENT **Fleischman Realty Group** Fort Pierce, FL
Real Estate Broker

Florida licensed real estate broker of record working with buyers and sellers of residential, commercial real estate. Property management for various residential and commercial customers.

2008-2009 **Remax 100 Riverside** Port St. Lucie, FL
REAL ESTATE AGENT- REALTOR

Florida licensed Realtor working with buyers and sellers of residential, commercial and businesses properties. Property management for various residential and commercial customers

-Following thru on all transactions until successfully closed

-Awarded Presidents Club and 100% Club

2006-2007 **Kent's Sportsbar Café** Sunny Isles Beach

OWNER/MANAGER

Opened, renovated and successfully operated a sportsbar/restaurant.

Sold July 2007

2005-2007 **Remax Bestseller Realty** Miami Beach, FL

REAL ESTATE AGENT - REALTOR

-Acquisition of property in Miami-Dade, Broward, West Palm Beach and St. Lucie Counties. Buy, Sell, Lease, Negotiate and manage residential and commercial properties.

2003 - 2005 **Remax 100 Riverside** Port St. Lucie, FL

REAL ESTATE AGENT - REALTOR

Florida licensed Realtor working with buyers and sellers of residential, commercial and businesses. Manage properties for out of town owners and investors.

- Following thru on all transactions until successfully closed
- Awarded Presidents Club and 100% Club

1993-2002 **CUI Elevator Specialist** Jersey City, NJ

President/CEO

- Owned and operated a very successful elevator maintenance, modernization and installation company.
- Involved with the bidding process from contracts, A/R, A/P, blueprints, bonding, pre-bid meetings, estimating, safety, construction, punch list, inspections up until final payment
- Managed 25 union employees in NY, NJ and PA
- Awarded Contractor of the Year by Tishman Construction and the Regional Alliance of NY and NJ.
- Articles regarding my business in the Asbury Park Press and the Star Ledger newspapers
- Successfully sold the company to Otis Elevator in 2002

WEICHERT REALTORS REAL ESTATE SALES, NJ

IBM - CUSTOMER ENGINEER

NY STOCK EXCHANGE - ADMINISTRATIVE ASSISTANT

EDUCATION

Rutgers University –Business and Computer Science

Ocean County College NJ –Business and Computer Science

New Jersey Real Estate Course and License

Florida Real Estate Course and License

Florida Community Association Manager License

Various construction management courses by:

Regional Alliance of NY & NJ
GE Small Business School
PSE&G Small Business School
OSHA Safety Courses

INTERESTS

Volunteer for the American Red Cross, Treasure Coast

Rotary Club of Miami Beach

Volunteer for Miami Hope for the Homeless

Board of Director of New Jersey Statewide Hispanic Chamber of Commerce

Additional Information:

US Citizen born in New York City



STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND
PROFESSIONAL REGULATION

SL3114496

ISSUED: 09/21/2014

REAL ESTATE SALES ASSOCIATE
FLEISCHMAN, KENT



IS LICENSED under the provisions of Ch. 475 FS.

Expiration date SEP 30, 2016

L1409210003908



STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND
PROFESSIONAL REGULATION

SL3086075

ISSUED 03/04/2014

REAL ESTATE SALES ASSOCIATE
FLEISCHMAN KENT



IS LICENSED under the provisions of Ch. 475 FS.

Expiration date: MAR 31, 2016

L1403640001031

No. 16-00027261

CITY OF FORT PIERCE BUSINESS TAX RECEIPT

2015 - 2016

100 N. U.S. # 1 - Fort Pierce, FL - 34950
772-467-3000

BUSINESS NAME FLEISCHMAN REALTY GROUP : FLEISCHMAN, LAURA
PRINCIPAL

MAILING ADDRESS 220 ORANGE AVE LOCATION 220 ORANGE AVE

FT PIERCE FL 34950 PHONE 801-9808

may hereby engage in the following business, profession or occupation.

CLASSIFICATION: 188A REAL ESTATE OFFICE
REAL ESTATE OFFICE

IN THE CITY OF FORT PIERCE, FLA. FOR THE PERIOD BEGINNING ON THE 1ST DAY OF OCTOBER AND ENDING SEPTEMBER 30.
ISSUED DECEMBER 30 2015

This Receipt becomes null and void if business name, classification, ownership or address is changed.

I understand and agree that issuance of a Business Tax Receipt **does not** allow occupancy, nor exempt the possessor from compliance with any City Code or Ordinance. Receipt may be revoked in accordance with Section 9-29.

Linda W Cox (SEAL)
CITY-CLERK

TAX AMOUNT	\$	78.58
NEW / RENEWAL FEE	\$	8.00
PENALTY	\$	18.93
TOTAL	\$	105.51

THIS RECEIPT MUST BE PROMPTLY POSTED FOR PUBLIC VIEW



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

12/30/2015

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Hiscox Inc. 520 Madison Avenue 32nd Floor New York, NY 10022		CONTACT NAME: PHONE (A/C, No, Ext): (888) 202-3007 E-MAIL ADDRESS: contact@hiscox.com FAX (A/C, No):	
INSURED Fleischman Realty Group, LLC 220 Orange Ave Fort Pierce FL 34950		INSURER(S) AFFORDING COVERAGE INSURER A: Hiscox Insurance Company Inc	NAIC # 10200
		INSURER B:	
		INSURER C:	
		INSURER D:	
		INSURER E:	
		INSURER F:	

COVERAGES**CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY CLAIMS-MADE <input type="checkbox"/> OCCUR <input checked="" type="checkbox"/> GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:			UDC-1418408-CGL-15	01/28/2015	01/28/2016	EACH OCCURRENCE	\$ 1,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 100,000
							MED EXP (Any one person)	\$ 5,000
							PERSONAL & ADV INJURY	\$ 0
							GENERAL AGGREGATE	\$ 2,000,000
							PRODUCTS - COMP/OP AGG	\$ S/T Gen. Agg.
								\$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident)	\$
							BODILY INJURY (Per person)	\$
							BODILY INJURY (Per accident)	\$
							PROPERTY DAMAGE (Per accident)	\$
								\$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE	\$
							AGGREGATE	\$
								\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A				PER STATUTE	OTH-ER
							E.L. EACH ACCIDENT	\$
							E.L. DISEASE - EA EMPLOYEE	\$
							E.L. DISEASE - POLICY LIMIT	\$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER**CANCELLATION**

	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE

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CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

12/30/2015

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Hiscox Inc 520 Madison Avenue 32nd Floor New York, NY 10022	CONTACT NAME: PHONE (A/C, No, Ext): (888) 202-3007 FAX (A/C, No): E-MAIL ADDRESS: contact@hiscox.com	
	INSURER(S) AFFORDING COVERAGE NAIC #	
INSURED Fleischman Realty Group, LLC 220 Orange Ave Fort Pierce FL 34950	INSURER A: Hiscox Insurance Company Inc 10200	
	INSURER B:	
	INSURER C:	
	INSURER D:	
	INSURER E:	
	INSURER F:	

COVERAGES **CERTIFICATE NUMBER:** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A				PER STATUTE OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A	Professional Liability			UDC-1418408-EO-15	01/28/2015	01/28/2016	Each Claim: \$ 1,000,000 Aggregate: \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE

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STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION
DIVISION OF REAL ESTATE



LICENSE NUMBER	
CQ1035236	

The CORPORATION
Named below HAS REGISTERED
Under the provisions of Chapter 475 FS.
Expiration date: MAR 31, 2016

FLEISCHMAN REALTY GROUP
201 SOUTH 2ND ST SUITE 111-112
FORT PIERCE FL 34950



ISSUED: 03/30/2014

DISPLAY AS REQUIRED BY LAW

SEQ # L1403300006411



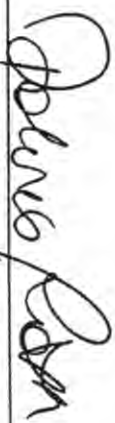
CERTIFIED DISTRESSED PROPERTY EXPERT®

CERTIFICATE OF COMPLETION

This Certificate of Completion Confirms that

Laura Fleischman

Has completed the rigorous course of study necessary to become a Certified Distressed Property Expert.



CDPE Course Instructor

March 5, 2010

Date of Completion

Awarded By Distressed Property Institute, LLC



TRANSNATIONAL REFERRAL
CERTIFICATION

This certificate is awarded to

Laura Fleischman

In recognition of completion of the Transnational Referral Certification (TRC)
Awarded by the International Consortium of Real Estate Associations.


Richard Mendenhall

Richard Mendenhall, ICREA Co-Chair



Timo Smit, ICREA Co-Chair

November 11, 2005, Miami, Florida
Date & Location



WORLDPROPERTIES.COM



International Consortium of Real Estate Associations

ICREA™