



Providing Buyer/ Tenant or Seller/ Landlord Representation

**Real-World experience - Not just
in the classroom or sitting next
to the decision maker**

Jim Adams

*VP Commercial Services
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RECENT AWARDS

**Ranked #1
of ALL commercial
RE/MAX Agents in PA - 2013**

**Ranked #1
of 60 Pagoda Agents - 2015**

**Ranked #3
of 60 Pagoda Agents 2016**

**Ranked #3
of 60 Pagoda Agents - 2017**

Background and Experience

My personal real estate portfolio has contained most real estate "types". As a direct and active participant, I've owned commercial, industrial, retail---even multi-family and luxury condominiums. It's not just buy-low and sell high; there must be consideration for legal tax minimization, holding vacancy at a bare minimum and many other factors that converge to contribute to NET ROI.

I've been involved in over 23-business formations, mergers or business sales – on all sides of the table. Because of the broad nature of these entrepreneurial endeavors, I was challenged to fine-tune my problem solving skills by creating practical, creative and implementable business solutions.

By using my training as a Certified Negotiation Expert and a team coach and applying it tactfully, I help "our side" achieve a better outcome. Further, I've been a long-standing advocate of Total Quality Management and Six Sigma (process analysis) and, when needed, can apply a more formal approach to problem resolution and planning.

As an appointed community leader at Berks County Industrial Development Authority as well as Berks County Planning Commission, I help grow and retain our employment base in Greater Reading by developing industrial sites and nurturing, attracting and retaining employers.

In my role as CEO of an \$8mm graphics firm I was ultimately responsible for the overall vision, leadership and operations. I've established (or approved) budgets and subsequently monitored implementation and adherence.

Education

- Associate, Business Management -- Penn State
- Masters in Commercial Real Estate--LSRE
- Certified Master Municipal Planner— Berks County Planning Commission and PA Municipal Planning Institute
- Certified E-Pro Web 2.0— National Association of Realtors
- Certified Negotiation Expert—RENI

Community Service

- Greater Reading Chamber of Commerce
 - > former two-term board member
 - > one-term Executive Committee
 - > V-Chair, Government Affairs Committee
 - > Chair, Endorsement Committee
- CEO Roundtable #5 Chair: a vital and dynamic group of ten CEO's that meet monthly, since 2001 helping each other solve problems.
- Former Board Member Delaware Valley Golden Retriever Rescue
- Board Member Humane Society of Ocean City New Jersey – Second Term
- Revitalization Committee Borough of Sinking Spring since 2010
 - > Chair, Economic Development task force
- Vice Chair, Berks County Industrial Development Authority – fourth term
- Board Member Berks County Planning Commission – first term
- Member Reading Berks Association of Realtors
 - > Commercial Industrial Council - Former two-term President and current board member

Fun Stuff

Prolific reader of business books and periodicals. Enjoy racquetball, Commercial instrument-rated pilot, animal rescue, golf, structuring gratifying business deals. Hate gardening and cooking, but love to eat.

Summary: I'm the guy you want on YOUR side