

# RESUME

## ***John Cotton, Jr., CRB, CRS***

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### ***DESIGNATIONS:***

- Certified Residential Specialist (CRS); Certified Residential Brokerage Manager (CRB)
- Graduate REALTORS® Institute (GRI)
- Instructor's Training Institute, (ITI) Certified

### ***COMMITTEES:***

- Director, Cooperative Bank of Cape Cod

### ***EDUCATION:***

- Babson College, Wellesley Hills, MA, BS
- Residential Appraisal Course sponsored by the Massachusetts Association of REALTORS®
- Appraisal Course VIII given by the American Institute of Real Estate Appraisers, Indiana University
- Appraisal Course 1A given by the American Institute of Real Estate Appraisers, University of Georgia
- Elements of Surveying, Cape Cod Community College
- RS-101, RS-102, RS-103, RS-204, given by the Residential Sales Council of the REALTORS® National Marketing Institute
- The Art of Negotiation, Negotiation Institute, New York, New York
- Negotiation Skills for Real Estate Executives, MIT Center for Real Estate Cambridge, Massachusetts
- Negotiation Workshop, Harvard Program for Lawyers, Harvard Law School
- Introduction to Real Estate Development, MIT Center for Real Estate Cambridge, Massachusetts
- Real Estate Finance, MIT Center for Real Estate Cambridge, Massachusetts

### ***MEMBERSHIPS & TEACHING EXPERIENCE:***

- Cape Cod & Islands Board, Massachusetts and National Associations of REALTORS®
- Cape Cod & Islands Multiple Listing Service
- Massachusetts Licensed Auctioneer
- 1993, 1994, 1995, 1996, 1997, 2009, 2010, 2011, 2012 and 2013 NAR Annual Convention Speaker
- 2001 to 2020

### ***RELATED EXPERIENCE:***

- 1974 Founded Cotton Real Estate
- 2005 Sold Cotton Real Estate in July to Sotheby's International Realty.
- 2005 through 2008 Managed Cape Cod Region for Sotheby's overseeing three startups and one consolidation.
- Author,
  - A Dog's Guide to Life
  - Selling Luxury Homes (Amazon.com #1 Best Seller)
  - 12 Secrets Luxury Home Buyers Know That You Can Use Today (Amazon.com #3 Best Seller)
  - 12 Secrets Luxury Home Sellers Know That You Can Use Today (Amazon.com #4 Best Seller)