

Dwight Kopp
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PO Box 334, 7 Center Square
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REALTOR

2015-Present

Realty 1

ReMax Associates of Lancaster

Real Estate Agent, Lancaster County Associates of Realtors

- Maintain client relationships and leads in pipelines with Contactually CRM
- Managed multiple transactions concurrently
- Managed complex settlements with multiple parties
- Coordinated clients, lenders, inspectors, vendors and settlements companies
- Closed over \$6 million in residential real estate since June 2015
- Sold 39 properties (to date)
- Achieved excellent customer satisfaction ratings as indicated by review on Zillow.com, Snap21.com and RealSatisfied.com
- Attended Sales Training
 - Buffini Blitz
 - The Real Estate Playbook, Travis Robertson
- Awarded to "Executive Club" in second year of real estate

AUTHOR

2013-2014

Self Employed

Published Novels

The Contract

Critical Fault

Cover of Darkness

The Moderator

Coma

Grid Lock

Speaker

Writers' Conference Lecturer (Lancaster)

Writers' Conference Lecturer (State Collage)

Convocation Address (The Janus School, 2015)

Visiting Author Presentations (Central

Dauphin Middle School, The Milton Hershey School)

Published Non-Fiction

Made in Africa

EDUCATOR

2000-2013

Accumulated master's level competence (over 10,000 hours) in direct instruction

Milton Hershey School

2007-2013

Taught English (8th Grade)

Developed curricula

Served as Team Leader

- Worked with team members to develop student leadership
- Assisted in development of writing curriculum
- Chaired weekly meetings
- Managed schedule
- Oversaw discipline and reward plan (70 students)
- Networked with other team leaders

The Janus School

2000-2001

2004-2006

The Janus School is private, charter school for children with diagnosed learning disabilities.

Senior Division English and Social Studies Teacher

Tutor

- Developed daily one-to-one skill based tutorials
- Created detailed analytical reports on test data and class progress
- Designed educational plan based on formal and informal diagnostic assessment
- Assisted in development of English curriculum for Upper Division
- Served as editor and catalyst for first student publication
- Coached co-workers in writing instruction

SIM (Zambia, Africa)

2001-2004

SIM is an NGO and mission agency serving over 70 different nations.

Assistant to SIM's National director HIV/AIDS outreach in Zambia

- Interviewed representatives in government cabinet members, UNICEF representatives, other NGO's and local outreach leaders to assess current orphan initiatives
- Surveyed local and national organizational responses (religious and secular) to the HIV/AIDS pandemic
- Met with local chief
- Communicated regularly with donors
- Served as interim head for remote station

SALES / MANAGEMENT

1993-1998

The Outhouse

The Outhouse is a G-rated family store that combined a carnival-like atmosphere with an unusual variety of products.

Manager

1997-1998

- Managed a team of 8 employees (aged 16-45)

- Completed Frey Pryor Seminar, “Coaching Skills for Managers”
- Oversaw all employee training and evaluations

Associate Manager (Mail Order Department)	1996-1997
Sales	1993-1995

EDUCATION

Millersville University—Millersville, Pennsylvania

BA in International Studies (cum laude), 1998

Deans List

Departmental Honors

Presented thesis on Southern African Development Community at Student Research Conference

French Phonetics Award

Presented Finland for Model European Union at conference in Washington, DC

PROFESSIONAL AFFILIATIONS

Executive Leadership Exchange

Realtor® - Licensed by the PA Real Estate Commission

Lancaster County Association of Realtors®

National Association of Realtors®

PROFESSIONAL REFERENCES AVAILABLE UPON REQUEST.