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## REAL ESTATE QUALIFICATIONS

**Dan Bonner**

☞ Virginia Real Estate Broker License ☛

### **Affiliation History**

<p><b>Re/Max Affiliates- (Now, Re/Max Allegiance)</b> Woodbridge, VA (Lake Ridge) Real Estate Broker License August 2002 - Present</p>
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**Long & Foster Real Estate, Inc.**  
Woodbridge, VA (Lake Ridge)  
Real Estate Broker License (October 2001) September 1998

**Long & Foster Real Estate, Inc.**  
Woodbridge, VA (Dale City)  
Real Estate Salesperson License October 1997

**M.O. Wilson Properties, Inc.**  
Woodbridge, VA  
Real Estate Salesperson License July 1995

### Real Estate Education

#### 1999

Virginia Broker's Licensing Series – Appraisals – November 1999

#### 2001

Virginia Broker's Licensing Series – Finance – February 2001

Virginia Broker's Licensing Series – Brokerage – April 2001

Virginia Broker's Licensing Series – Law – August 2001

#### 2003

Virginia Association of Realtors (VAR) Graduate, Realtor® Institute  
Course GRI 412- Residential Construction & Selling New Homes  
- February 2003

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### **Real Estate Education - Continued**

#### **2003**

**VAR Graduate, Realtor® Institute – Course GRI 409  
Business Development – May 2003**

**VAR Graduate, Realtor® Institute – Course GRI 404  
The Cyber-REALTOR – May 2003**

**VAR Graduate, Realtor® Institute – Course GRI 410  
The Code of Ethics is Good Business– June 2003**

**VAR Graduate, Realtor® Institute – Course GRI 411  
From Contract to Closing – July 2003**

**VAR Graduate, Realtor® Institute – Course GRI 413  
Psychology of the Sale – August 2003**

**VAR Graduate, Realtor® Institute – Course GRI 401  
Understanding Agency – September 2003**

**VAR Graduate, Realtor® Institute – Course GRI 402  
Financing Alternatives– October 2003**

**Accredited Buyer Representative (ABR) Designation Course  
- October 2003**

**Accredited Buyer Representative (ABR) –e-Buyer Course  
- October 2003**

**Awarded ABR Designation – October 27, 2003**

#### **2004**

**VAR Graduate, Realtor® Institute – Course GRI 405  
Pricing, Listing, Marketing – January 2004**

**VAR Graduate, Realtor® Institute – Course GRI 407  
Managing Risk – February 2004**

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### **Real Estate Education - Continued**

#### **2004 Continued**

**CRS -Council of Residential Specialists – Course CRS 210  
Building an Exceptional Customer Service Referral Business –  
- March 2004**

**VAR Graduate, Realtor® Institute – Course GRI 406  
What Did I Agree To? – April 2004**

**CRS -Council of Residential Specialists – Course CRS 204  
Creating Wealth Through Residential Real Estate Investments  
- April 2004**

**May 2004- Awarded GRI, Graduate, Realtor® Institute Realtor®  
Institute of Virginia Program**

**CRS -Council of Residential Specialists – Course CRS 206  
Technologies to Advance Your Business  
- November 2004**

#### **2005**

**CRS -Council of Residential Specialists – Course CRS 200  
Business Planning & Marketing for the Residential Specialist  
- March 2005**

**June 2005- Awarded CRS Designation, Certified Residential Specialist  
by the CRS Council, National Association of Realtors®**