Mark Polon, CCIM, CDEI

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**www.polonconsulting.com**

**Work History**

**Polon Consulting 1998-Present**

# *President*

Polon Consulting is a training and consulting firm specializing in communication skills for business profesionals. Clients have included public and private companies as well as for profit and not for profit groups worldwide. All work is by special assignment and consists of writing training materials and delivering training in all facets of business comunication including speaking, listening, writing, and presentation skills.

**CCIM Institute 1987-present**

# *Senior Instructor, Consultant, and Leadership*

As a senior instructor for the CCIM Institute, Polon has trained over 10,000 attendees worldwide in the area of communication skills for businesss professionals, negotiation strategies, and acquisition and disposition analysis for commercial real estate,. Polon has written a number of courses for the Ward Center for Real Estate Studies and also writes content and teaches for Homburg Academy, a web based, international, degree offering academy. Polon is also active in international leadership activities, including serving on the CCIM Institute Board of Directors and as chairman fof the Ward Center for Real Estate Studies.

# RIISnet 1/2004 – 12/2013

# President

As Presidet, Polon was responsible for all day to day operations of this web based real estate transaction platform. The company services its primary clients, REITS, Pension Funds, and Private Equity Groups by supplying confidential supply and demand data.

# Coldwell Banker Commercial 2001 - 2003

## Vice President, Commercial Services

This position reported directly to the President of CBC and serviced all affiliate offices in 325 market areas. Corporate responsibilities included strategic planning, budgeting, and the development of the Coldwell Banker Commercial Servicing Group.

Servicing included transitioning new companies into the platform, consulting on business development, development and coordination of CBC Business Development Groups, recruiting initiatives, owner relations, installing and overseeing the use of all CBC systems and tools, creating and coordinating regional events and national training programs, creating and coordinating national education, establishing and developing preferred alliance partners, vendor development and relations, creating relationships and developing business with Cendant Hospitality, Cendant Relocation, and Cendant Real Estate.

**Polon Appraisal 1991-1997**

# *President*

Worked as a licensed and certified appraiser throughout the state of Connecticut. Clients included Resolution Trust Corporation, Federal Deposit Insurance Company, Parker Benjamin Companies, and private ownership entities. Wrote appraisal reports, and served as an expert witness within the Connecticut Court System.

# Westledge Realty and Suffield Savings Bank 1983-1990

## Vice President

Joined Westledge Realty to create a commercial real estate division within an existing statewide residential company. Between 1983 and 1986 Polon served as Vice President and brought the division from an idea to a profitable 10-agent office. In 1986, Suffield Bank purchased Westledge and Polon’s role changed to add the responsibility for property, asset, and facilities management for the bank’s owned and leased properties.