

**TERESE (TERRY) PENZA, RCE, CAE**  
**Vernon Hills, IL 60061**

terry@terrypenza.com

**WORK HISTORY**

President & Chief Executive Officer of the North Shore – Barrington Association of REALTORS®, 1994 to present  
Association name changed in 1998 to North Shore – Barrington Association of REALTORS®  
Executive Vice President of the North Shore Board of REALTORS®, May 27, 1986 to 1994  
Executive Vice President of the Belleville Board of REALTORS®, March 1, 1981 to 1986  
Executive Vice President of the Alton-Wood River Board of REALTORS®, February 2, 1978 to February 28, 1981  
Executive Vice President of the Danville Area Board of REALTORS®, May 17, 1976 to December 31, 1977  
REALTOR® affiliated with Vince Penza, REALTOR®, 1975-1976  
Elected Secretary of the Jacksonville Board of REALTORS®, 1971-1976  
REALTOR®-ASSOCIATE affiliated with Vince Penza, REALTOR®, 1971-1976

**PROFESSIONAL DESIGNATIONS**

REALTOR® Association Certified Executive (RCE), 1991 (first class to earn the designation)  
Certified Association Executive (CAE), 1986

**EDUCATION**

National Association of REALTORS® annual Association Executive Seminar, 1977 to present  
Illinois Association of REALTORS® annual Association Executive Seminar, 1976 to present  
National Association of REALTORS® annual Leadership Conference to present  
National Association of REALTORS® Certified Professional Standards Procedures Instructor, 1986  
American Society of Association Executives Symposium for chief Elected Officers and Chief Staff Executives, 1990, 1992-to present  
National Association of REALTORS® Excel Program, Creating Winning Publications, November, 1987  
Completed National Association of REALTORS® Executive Officers Self Study Course, 1985  
First year completion of National Association of REALTORS® Executive Officer's Seminar, 1976 and 1993  
Salesmanship Course A, 1974  
Graduate, REALTORS® Institute, 1973  
Springfield College in Illinois, 1970  
Hardin Business College, 1969  
Illinois College, 1967-1969

**ILLINOIS ASSOCIATION OF REALTORS® COMMITTEES**

Association executives comm 2010  
Leadership development w.g. 2010  
One per board/ae 2010  
Ps programs & workshops w.g. 2010  
Strategic planning committee 2010  
Association executives comm 2009  
One per board/Friday mail  
Professional standards committee 2009  
Realtor of the year committee 2009  
Strategic planning committee 2009  
Technology working group 2009  
Association executives comm 2008

One per board/Friday mail  
Professional standards committee 2008  
Realtor of the year committee 2008  
Strategic planning committee 2008  
Association executives comm 2007  
One per board/Friday mail  
P.s. programs & workshops w.g. 2007  
Realtor of the year committee 2007  
Strategic planning committee 2007  
Technology working group 2007  
Association executives comm 2006  
One per board/Friday mail  
P.s. programs & workshops w.g. 2006  
Strategic planning committee 2006  
Technology working group 2006  
Ae's & brd pres without ae's  
Association executives committee 2005  
Prof std programs/workshops w.g. 2005  
Professional standards committee 2005  
Statewide ombudsman t.f. 2005  
Statewide pro std agreement task force 2005  
Technology working group 2005  
Ae's & brd pres without ae's  
Association executives committee 2004  
Finance committee 2004  
Technology working group 2004  
Ae's & brd pres without ae's 2003  
Association executives committee 2003  
Finance committee 2003  
Professional standards committee 2003  
Strategic planning committee 2003  
Ae's & brd pres without ae's 2002  
Association executives committee 2002  
Finance committee 2002  
Political fundraising w.g. 2002  
Ae's & brd pres without ae's 2001  
Association executives comm 2001  
Prof standards programs w.g. 2001  
Prof standards workshops w.g. 2001  
Professional standards comm 2001  
Technology w.g. 2001  
Assn executives & brd pres w/o ae's  
Association executives forum 2000  
Technology working group 2000  
Association executives forum '99  
Nar directors '99  
Rpac/impac fundraising agreements w.g. '99  
Strategic planning committee '99

Affinity working group '98  
Association executives forum  
Finance working group '98  
Member services member involvement group  
Technology working group  
Association executives forum 1997  
Education working group 1997  
Equal opportunity working group 1997  
  
Lic law office of banks/enforcement work grp  
License law rewrite task force 1997  
Political fundraising working group  
Prof development member involvement group  
Professional standards committee  
Technology working group - chrm  
Association executives forum '96  
Pre-license & ce re-write work group 1996  
Prof dev member involvement group '96  
Prof std interstate arbitration wkg grp 1996  
Prof std state wide hearing pnl wkg grp 1996  
Professional standards comm '96  
Professional standards workshop '96  
Executive officers comm '95  
Finance committee '95  
Professional standards comm '95  
Proportionate voting task force 1995  
Strategic planning comm '95  
Executive committee '94  
Executive officers comm '94 - chrm'  
Finance committee '94  
Legislative coordinating comm '94  
Strategic planning comm '94  
Executive officers comm 1993  
Finance committee 1993  
Prof standards comm 1993  
Realtor focus group 1993  
Member Services MIG, 1998-2000  
Technology Working group, 1998-2000  
Strategic Planning, 1998  
Finance Working Group, 1998  
Member Services MIG, 1996-1998  
Technology Working Group Chairman, 1997  
Technology Working Group, 1998  
Executive Committee, 1984, 1994, 1995  
Political fundraising Working Group, 1997  
Equal Opportunity Working Group, 1997  
License Law Office of Banks & Real Estate/Enforcement Working Group, 1997  
License Law Rewrite Task Force, 1997  
Professional Development Member Involvement Group, 1997  
Interstate Arbitration Working Group, 1995

Pre-Licensing Education Working Group, 1996  
Professional Development, 1996  
Education Working Group, 1996  
Member Involvement, 1996  
Legislative Committee, 1994  
Strategic Planning Committee, 1994, 1995  
Finance Committee, 1993-1995, 1998  
Executive Officer's Committee Chairman, 1984, 1994, 1995  
Executive Officer's Committee Vice Chairman, 1983  
Executive Officer's Seminar Sub Committee Chairman, 1982  
Illinois REALTOR® magazine task force, 1990-1993  
REALTORS® for Illinois Committee, 1983  
Legislative Committee, 1982-1986  
Spring Conference Committee, 1984-1988  
MLS Forum and Panel member, 1981-1984  
Executive Officer's Committee, 1976 to present  
Membership Committee, 1983  
Financing Sub Committee of the Legislative Committee  
All Active Task Force Committee  
Promotional Task Force  
Executive Officer's Leadership Sub Committee Chairman, 1983  
Executive Officer's Assistant Sub Committee Chairman, 1987  
Executive Officer's Round table Sub Committee  
Host and Hospitality Sub Committee of the Convention Committee  
Press Book Judge, 1974-1980  
Convention Committee, 1975  
REALTOR®-ASSOCIATE Committee 1973-1974  
Education Policy & Planning, 1984  
RPAC Trustees, 1984  
Professional Standards Education Task Force, 1983-1987  
Mortgage Fund Task Force, 1984  
Historic Preservation Task Force, 1984  
Professional Standards Committee, 1982-1987  
Real Estate Education Foundation Nominating Committee, 1985  
Legal Issues Task Force, 1986-1988  
Professional Development, 1987-1988

## **NATIONAL ASSOCIATION OF REALTORS® COMMITTEES**

2010 AEC Association Models  
2010 Association Executives Committee - Forum-2010  
AEC AE Competencies Work Group-2009  
2009 Business Issues Committee-2009  
2009 AEC Recommendations and Recognition Subcommittee-2009  
AEC Generation AE Work Group - Chrm-2008  
2008 Business Issues Committee - AEC Liaison-2008  
2008 AEC Recommendations and Recognition Subcommittee-2008  
2007 Association Executives Committee - Forum-2007  
2005 Association Executives Committee - Forum - Advisory Board Chair-2005  
2005 AEC AE Institute Advisory Board - Chair-2005  
2004 AEC AE Institute Advisory Subcommittee Vice Chair-2004  
2003 AEC-RCE Certification Board - Immediate Past Chair-2003  
2003 AEC Recommendations and Recognition Subcommittee-2003  
2002 Association Executives Committee-2002  
2002 AEC-RCE Certification Board - Chrm-2002  
2002 PAG on Buyer Representation Issues-2002

2001 Association Executives Committee-2001  
2001 AEC Professional Development Oversight Subcommittee - Vice Chrm-2001  
2001 AEC-RCE Certification Board - Vice Chrm-2001  
2000 RCE Certification Board-2000  
AEC Strategic Planning Subcommittee-1999  
Issues Subcommittee-1999  
RCE Certification Board-1999  
Association Executives Committee-1999  
Board of Directors - Association Exec-1999  
RCE Certification Board-1998  
Issues Subcommittee-1998  
Association Executives Committee-1996  
Professional Standards Forum-1996  
Designations and Certification Programs Subcommittee-1996  
Eoc/Publications & Communication Sub. - Chrm-1995  
Association Executives Committee-1995  
AEC / Planning and Oversight Panel-1994  
RAMI / AE Institute Project Team-1994  
Leadership Resources Subcommittee - Vice Chrm-1994  
Association Executives Committee-1994  
Professional Development Subcommittee-1994  
Eoc/Organizational Development-1993  
Association Executives Committee - Ex-Officio-1993  
Professional Standards Forum-1993  
Executive Officers/Annual Eo Institute-1993  
Eoc/Publications & Communication Sub.-1992  
Executive Officers/Annual Eo Institute-1991  
Membership Policy and Board Jurisdiction Committee-1991  
Eoc/Publications & Communication Sub.-1991  
Issues Mobilization Committee - Ex Officio-1990  
Eoc/Publications & Communication Sub.-1990  
Association Executives Committee-1990  
Corporate Membership Task Force-1989  
Leadership Resources Subcommittee-1989  
Association Executives Committee-1988  
Membership Policy and Board Jurisdiction Committee-1988  
Eoc/Publications & Communication Sub.-1987  
Multiple Listing Policy Committee-1986  
Eoc/Publications & Communication Sub.-1986  
Eoc/Publications & Communication Sub.-1985  
Multiple Listing Policy Committee-1985  
Membership Policy and Board Jurisdiction Committee-1985  
Eoc/Publications & Communication Sub.-1984  
Membership Policy and Board Jurisdiction Committee-1983  
Eoc/Publications & Communication Sub.-1983  
Membership Policy and Board Jurisdiction Committee-1982  
Eoc/Publications & Communication Sub.-1982  
Membership Policy and Board Jurisdiction Committee-1981  
Eoc/Publications & Communication Sub.-1981  
State & Municipal Legislation Committee-1980  
Political Affairs/Congressional Liaison-1980  
Education Committee-1980  
Legislative Committee-1980  
Education/Realtor Institute-1980  
Certificate Program Working Group, 1997  
Designation Work group, 1997

CIPS Advisory Committee, 1996-1997  
Study Group on Open MLS, 1995  
Task Force Chairman, The Executive Officer magazine, 1983-1986  
Judge, Board Newsletter Contest, 1982-1985

### **PUBLISHED ARTICLES**

"A Successful Membership Drive", The Executive Officer, October 1983  
"The XYZ Board's First EO", The Executive Officer, March 1984  
"Orient and Involve Staff to Create a True Team Approach", The Executive Officer, August 1987  
"Broker's Voice - Relationship and Representation", The Executive Officer, Summer, 1996  
Featured in the American Society of Association Executive's Magazine in 1999 on Year 2000 issues.  
"Run it like a Business?", Forum, published by Association Forum, June 2001  
Shared Services A REALTOR® Association Partnership Initiative by Cathy Whatley, I was interviewed for the article  
Daily Real Estate News July 14, 2005 – "Internet Buyers More Profitable, Survey Says"

### **SPEAKING ENGAGEMENTS AND PRESENTATIONS**

IAR Installation 2012  
NAR Board of Directors acceptance speech for the Magel award 2012  
North Shore WCR each year  
Illinois Association of REALTORS® AE Seminar 2010  
California Association of REALTORS® AE Seminar 2010  
Speaker at the AE Institute 1996-2006, 2011  
Developed and instruct on the Code of Ethics for continuing education for the state of Illinois  
Instructor at the Illinois REALTORS® Institute on Code of Ethics and Technology, 1995 to 2005(twice a year)  
IAR Professional Standards Seminar, morning, featured speaker at lunch and afternoon sessions for three days in a row,  
1995 and 1996  
Prudential Preferred properties Regional Managers meeting, 1995  
NAR Workshop Panel on Technology, 1996  
Bloomington Board of REALTORS®, 1997  
National Association of REALTORS® Association Executives Institute, 1997  
Illinois Association of REALTORS® Convention, 1996  
Illinois Association of REALTORS® EO Seminar/Leadership Conference, 1995  
Texas Association of REALTORS®EO Seminar, 1995-1996  
Ohio Association Executive Seminar, 1996  
Association Executives Institute, 1996 (4 different sessions)  
Will County Association of REALTORS®, Code of Ethics, 1995  
Northwest Suburban Association of REALTORS®, Code of Ethics, 1993-1995  
West Towns Association of REALTORS®, Code of Ethics, 1992-1995  
IAR WCR, Career Path, 1995  
Central Association of REALTORS®, Code of Ethics, 1994  
Springfield Association of REALTORS®, Code of Ethics, 1994  
Instructor, Code of Ethics, Illinois REALTORS® Institute (GRI) 1988 to present  
Illinois Association of REALTORS® Professional Standards Seminar, 1982 to present  
Indiana Executive Officer's committee, July, 1993  
Northwest Suburban WCR Chapter, November 9, 1993  
Rotary Club of Wilmette Harbor, May, 1993  
West Towns Board of REALTORS®, February, 1993  
Northwest Association of REALTORS®, February, 1993  
National Association of REALTORS® Idea Exchange, Small Board, February 1986  
National Association of REALTORS® Idea Exchange, February, 1987  
National Association of REALTORS® Professional Standards Skit, May 1987  
Illinois Association of REALTORS® Leadership Conference, REALTORS® Trivial Pursuit, October, 1986  
Illinois Association of REALTORS® Leadership Conference, 1981, 1984  
Illinois Association of REALTORS® Professional Standards Panel, 1983

Illinois Association of REALTORS® Multiple Listing Committee Panel, 1981-1984  
Illinois Association of REALTORS® Make America Better Committee Presentation, 1982  
East Central Illinois Board of REALTORS® full Orientation Class, 1976-1977  
Edwardsville-Collinsville Board of REALTORS® Orientation Class, 1982  
Illinois Association of REALTORS®, Effective Committees, 1982  
Illinois Association of REALTORS®, Advanced Professional Standards Training, 1985-1987  
Scott Air Force Base, Homebuyer's Seminar, 1985-1986  
Illinois Association of REALTORS®, Getting Involved with Your Association, 1984  
National Association of REALTORS®, Executive Officers Seminar, Multiple Listing Services, 1984  
Illinois Association of REALTORS® Professional Standards Appeal Process, 1983  
Illinois Chapter of Women's Council, Women in Leadership Roles, 1983  
National Association of REALTORS®, Membership Retention and Recruitment, 1985 and 1986  
Illinois Association of REALTORS®, How to Set up a Regional MLS, 1986

### **AWARDS**

William R Magel Award of Excellence from National Association of REALTORS® 2012  
Illinois Association of REALTORS® Presidential Medallion 2012  
August 2005 Winner of the Illinois Association of REALTORS Distinguished Service Award  
November, 1998 first class of the Bud Smith AE Leadership Society  
Special Recognition for ten years as an instructor for the Illinois REALTORS® Institute  
Special Recognition for five years as an instructor for the Illinois REALTORS® Institute  
Certification of Appreciation from IAR for 1996 Professional Standards Workshops  
Certification of Appreciation from IAR for 1995 Professional Standards Workshops  
Certification of Appreciation from IAR for 1995 "outstanding Leadership and service"  
Special Resolution by Illinois Association of REALTORS® Executive Committee in recognition of membership recruitment program, 1983  
Illinois Association of REALTORS®, President's Outstanding Service Medallion, 1984  
Illinois Association of REALTORS®, President's Certificate for Professional Standards Seminar, 1985  
Curve Bar, Highest award given by Girl Scouts, when I was a teen  
Omega Tau Rho, a real estate fraternity

### **PROFESSIONAL AFFILIATIONS**

Member, American Society of Association Executives  
Member, Chicago Society of Association Executives

### **COMMUNITY WORK**

St Joseph Catholic Church: Altar Server, Usher, Liturgy Coordinator, Proclaimer, Eucharistic Minister, Sacristan  
Chairman, Worship Committee of St Joseph Parish, 2007 - 2010  
Joseph Development Condo Association President 2008 to present  
Illinois College Alumni Association 1992 to 1995  
Oakton Community College Real Estate Advisory Board, 1987 to present  
Deputy Registrar, Lake County, 1992 to 1995  
Member of DAR  
Junior Women's Club: Chairman of Membership, Chairman of Press and Publicity, Chairman of Community Improvement, Board of Directors  
Chairman, Passavant Hospital Auxiliary Bazaar  
Publicity Chairman, Central Park Plaza Association Art Fair  
Chairman, Zonta Club, Status of Women  
President and Vice President of Beta Sigma Phi, Omega Chapter  
Founder and President of the Executive Club  
Member, REALTORS® for re-election of Congressman Paul Findley  
Collected for: Cancer Society, Heart Fund, United Way, March of Dimes  
Set up Monopoly Tournament for Cystic Fibrosis  
Director, Belleville Industrial Development Corporation

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