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## **Bob Anderson 2011**

June 28, 2011 - Northern New England

Name: Bob Anderson

Title: Commercial Sales, NH CIBOR 2011 President

Company: Prudential Verani Realty, commercial division

Location: 111 Maplewood Ave, Portsmouth, N.H.

Place of birth: Moline, Il

Family: Widowed, proud father of 2 daughters and 1 son.

College: Marketing at DePaul University, Accounting at Black Hawk College, Electronics at United Electronic Institute

First job unrelated to your current field: Founder and 18 year owner of medical reporting software company in Chicago, Il / Windham, NH

First job in current field: Joined Prudential in 2002 to build a commercial sales practice.

Hobbies: Sailing, antique Porsche, golf, bicycling, skiing

Favorite novel: Norman Mailer's Harlot's Ghost

Favorite film: What Dreams May Come

Keys to success: Researching customer's real estate operational or investment needs then exceeding them.

Person(s) you most admire (outside of family)?: Karl Norwood, Larry Foss, Don Eaton, and a long list of persons of quiet dignity and strong conviction

If you had to choose a different profession, what would it be?: Rehabilitating and selling quality sail boats.

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