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H. Sandy Brown, CCIM, RECS, CBR First President of the Realtors Commercial Alliance of Mass.

February 12, 2009 - Spotlights

H. Sandy Brown is the first president of the new statewide commercial overlay board of Realtors named the Realtor Commercial Alliance of Massachusetts. He was instrumental in the creation of this board and has worked with many Realtors across the state for the last two years to help make it a reality. He has just been named to the National Association of Realtors, Realtor Commercial Alliance Council board of directors and the NAR Commercial Legislation and Regulatory Subcommittee. He currently serves on the Massachusetts Association of Realtors board of directors and MAR's Communications & Public Relations Committee. He has also served as a member of the MAR Government Affairs Committee. He is a founding member of the Northern Massachusetts Commercial Investment Board of Realtors (NMCIBOR) and was president of that organization in 2007. Brown was also the 2007-2008 chairman of the Massachusetts Association of Realtors Commercial Investment Council. He is vice president of the board of directors for the prestigious New England Chapter of the Certified Commercial Investment Member (CCIM). In addition, he is on the board of directors of the Northeast Association of Realtors, where he was the 2008 chairman of the Government Affairs and Realtors Political Action Committee. Certified as a New Hampshire broker, in addition to Massachusetts, Brown is also a member of the NNEREN Board of Realtors in New Hampshire. In addition, he has served on the board of directors for Lawrence Family Services and the Special Olympics of Massachusetts, non-profit organizations.

Brown has an impressive list of business credentials that include entrepreneur, author, marketing, sales management and management consultant with many Fortune 100 companies. He was the vice president of marketing at Andover Bank and has owned three of his own businesses, a management-consulting firm, an advertising and marketing firm and a food processing and packaging firm. During his tenure at Andover Bank, his pioneering efforts in sales included articles and films that remain a benchmark for sales programs in banking and many other industries. Over the last 25 years, he has consulted with organizations, such as Raytheon, Phillips Electronics and Colgate Palmolive throughout North and South America and Europe.

He has been vice-chairman of the board of directors for the Massachusetts Special Olympics and has also served on the board of directors for the Smaller Business Association of New England, an organization of over 1,200 businesses.

Brown was with Coldwell Banker Commercial NRT and Keller Williams, where he was an agent, partner and office manager. After helping the office grow from 3 to 40 agents, he became a partner at Xenon Realty. In 2004 he founded Cale Commercial Realty Group, Inc. in North Andover, Mass.

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