

LEE Y. WHEELER, III, CCIM

PRESIDENT

Experience

2009 – Present | **Broker/Owner and President**

Wheeler Commercial | Beaumont, TX

- Set up and run daily business activities
- Hire, recruit and train all new employees, agents and associate brokers
- Provide expert consulting services to all clients
- Head up all property management and ensure landlords, tenants and vendors are kept in harmony to ensure maximum value and appreciation of all properties
- Ensure all team members are functioning as advertised
- Provide an environment for team members and clients to succeed
- Train all team members so that all clients become raving fans
- The “rainmaker” for Wheeler Commercial

2001 – 2009 | **Real Estate Broker/President, Partner in Firm**

The LWIII Group (KenWheel, Inc.) of Foxworth Real Estate | Beaumont, TX

- Represented owners, landlord and tenants in selling, leasing and buying commercial real estate
- Provided commercial, industrial and investment real estate consulting services
- Determined competitive market pricing for properties
- Acted as an intermediary in negotiations between buyers and sellers over property prices and settlement details
- Generated lists of properties for sale as well as available financing options
- Maintained knowledge of real estate law, local economies, fair housing laws and various financing options and programs
- Checked work completed by other professionals to ensure it was performed properly
- Arranged financing for property purchases
- Managed property improvements and construction

1999 – 2001 | **Real Estate Agent**

Foxworth Real Estate Company | Beaumont, TX

- Assisted with all aspects of real estate sales, leasing and property management
- Negotiated contracts and leases
- Showed property to customers, clients and brokers
- Created, printed and assembled marketing materials
- Organized staging of properties
- Managed commercial, industrial and investment real estate
- Coordinated property closings

1997 – 1999 | **Real Estate Agent**

W. J. Fitzgerald & Company REALTORS® and Auctioneers | Leonardtown, MD

- Assisted with all aspects of real estate sales, leasing and property management
- Negotiated contracts and leases
- Showed property to customers, clients and brokers
- Created, printed and assembled marketing materials
- Assisted with all aspects of auctioning real estate and the marketing of such

1989 – 1999 | **Marine**

United States Marine Corps | Worldwide

- Attained the rank of Staff Sergeant (E-6)
- Numerous personal awards to include: Marine of the Year, (2) Navy/Marine Corps Achievement Medals, Combat Action Ribbon and (3) Marine Good Conduct Medals
- Four different combat tours: Haiti, Bosnia, Somalia and the Persian Gulf War
- Served as aircrew and maintenance on CH-53E helicopters
- Represented the Marine Corps interest in the Research and Development of the V-22 Osprey aircraft, working closely with Bell Helicopter and Boeing
- Honorable Discharge

Education

- State of Maryland licensed Real Estate Agent
- State of Texas licensed Real Estate Agent
- State of Texas licensed Real Estate Broker
- Certified Commercial Investment Member (CCIM) – the “PhD” of commercial real estate
- Completion of numerous professional real estate courses

Professional Training

- Founded, chaired and currently serve on the Beaumont Board of REALTORS® Commercial, Industrial and Investment Committee
- Served on the Beaumont Board of REALTORS ® Budget & Finance Committee and the Attendance/Hospitality Program Committee
- Served as Treasurer on the DuPont Goodrich FCU Board of Directors for six (6) years
- Served on the Board of Advisors for the Lamar University Small Business Development Center
- Currently serve on the following Advisory Boards for Lamar Institute of Technology: Environmental Learning and Research Center and the Real Estate program
- Extensive training in networking through Business Networkers International, BNI ®
- Two-time President of the Southeast Texas Networkers chapter of BNI ®
- Appointed to the Texas Association of Realtors Commercial Committee in 2013

Skills/Qualifications

- Committed to continuous learning and personal professional growth
- Ability to think “outside the box”
- Outstanding communication, presentation and sales skills
- Strong ability in personnel interviewing, training and motivating
- Skilled in organization and office procedures
- Expert marketing abilities
- Extraordinary problem-solving skills
- Ability to achieve immediate and long term goals and meet operational deadlines
- More than 19 years of experience in the real estate industry
- Multiple years of experience in representing corporate as well as private real estate investors, owners and tenants
- Self-motivated and driven to succeed
- Exceptional closing skills
- Excellent prospecting skills and professionalism
- Strong knowledge of laws and legal codes concerning real estate business