

Joseph Odima

*Encore Realty, 201 W. Emma Avenue, Suite - C. Springdale, Ar. 72764
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Joseph has array of local and International Experience as a businessman, teacher, coach, and realtor. He came to the U.S. in 1991 and played basketball for John Brown University while earning a degree in Business Administration and Social Studies. Meanwhile, he got involved in the S.I.F.E (Students in free enterprise) and coached the local children ball teams (Soccer, Basketball and track and field). Joseph is also a talented musician who plays percussion and has a rich voice (lead a couple of music groups). He has also been involved in local charities and volunteer groups.

Joseph is known for his outgoing personality, great work ethic and sense of humor. Most of his friends say that he knows no stranger (is friends with everybody and understands all kinds of cultures)

He trained with International Labor Organization on Entrepreneurship and held several management and marketing positions, which included Management, Marketing, and Advertising, for local companies in NWA Arkansas. Got involved in Real Estate first as an investor and attended several seminars etc. Also has worked with a lot of international people specifically from the Caribbean, Africa, Marshall Islands, Micronesia, the Philippines and the Hispanics and of course the U.S.

He has more than NINE years in Real Estate and has Experience as Consultant and/or Representative for First Time Home Buyer, Relocation (Local and International), Investments, and commercial properties. Finally, buyer and seller representation in process or dispute as well as peripheral client support such as credit score improvement (This is because of the needs of clients he represents many that are poor and struggling).

Does normal real estate activities like marketing, short sales, relocation, market analysis, buyer and seller representation, first time home buyers, listing presentation, buyer and seller seminars, prequalification of buyers and commercial representation among other things like coordinating the mortgage, title and inspection companies and making sure the documents are in order.

Marketing, Advertising, Seller and Buyer Presentations, Research, Data entry, CMA, Organize Open Houses, Planning, Information Systems (all media), Neighborhood Canvassing, Contracts Processing and Coordinating, Designing Fliers and other graphics.

Joseph also knows about...

Top Skills

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|--------------------------------------|---------------------------------|
| 1. First Time Home Buyers | 20. RE transactions structuring |
| 2. Short Sales Process & mentoring | 21. Residential properties |
| 3. Real Estate categories | 22. Income Properties |
| 4. Relocation concierge | 23. Town Clerk liaison |
| 5. Educating Buyers | 24. HUD procedures |
| 6. Marketing properties for sellers | 25. Luxury real estate |
| 7. Buyer Representation | 26. ABR |
| 8. New Home Sales | 27. Seniors Client Care |
| 9. Educating Sellers | 28. FHA process |
| 10. Seller Representation | 29. Home Staging |
| 11. Foreclosures process | 30. Brokerage |
| 12. Commercial Real Estate | 31. Vacation Homes |
| 13. Investment Properties | 32. Move Up Buyers |
| 14. Single Family Homes | 33. Real Estate Development |
| 15. MLS Listing, research & analyses | 34. Real Estate Financing |
| 16. REO process and negotiations | 35. Rentals management |
| 17. New Homes Advisory | 36. 1031 Exchanges |
| 18. Referral business process | 37. Property Management |
| 19. Investor advisory and concierge | 38. Mortgage Lending |

Professional & Work Experiences

- ❖ Grade School Teacher,
- ❖ Adult Education
- ❖ School Administration.
- ❖ Sports Coaching,
- ❖ School and Business Administration
- ❖ Social and Community Development

Other Accomplishments and Interests

Bachelors of Science in Business Administration, which has supported an efficient productive work ethic with good results

Over his life time, Joseph has been a great athlete in all kinds of sports. He made it to the Kenya national team in Basketball and Track & Field. He was Ranked Nationally in both.

Joseph has also been an actor on television, movie and theater and taught drama and theater in Kenyan schools.

Joseph performed music in social and religious circles in voice, percussion, rhythm and dance.

As an artist, he has produced works that has been used in shows and exhibitions also worked as an art teacher.

Associations & Memberships

I am a Member of USATF, Razorback Track Officials, Local Chamber of Commerce, Church, African Students Organization of University of Arkansas and the Local Youth Center.

Personal Philosophy

The main focus of my business is to recognize that we are here as servants of the father and whatever we do we do to serve him in his Glory. One day as I stand before Him, I would like to feel confident that the talents that were provided to me were used to advance His Kingdom and in His Glory. We only have one life to live; hopefully you will see the Christ in me in my service to you and to Humanity.