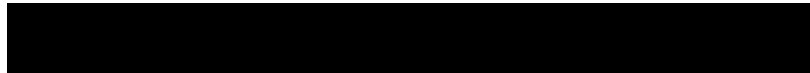


RESUME
PAULA J. COSENZA



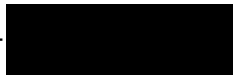
PROFESSIONAL EXPERIENCE

12/05 – Present CHIEF EXECUTIVE OFFICER, BROKER/OWNER



I am responsible for our Independent Brokerage Company as Broker of Record. As CEO, I handle the business, the Department of Real Estate records, office bookkeeping, and keep the office functioning efficiently.

05/89 – Present BROKER –



I obtained my California real estate license in 1989 and work as a full time real estate professional. At the beginning of my Real Estate career, I developed strong client relationships resulting in being named a Top Producer for the real estate companies with which I was associated. In 2005, my husband and I opened our own brokerage,



At that time, we felt strongly that there really wasn't a need for an office to do the important work of representing our clients. Now we see more offices transforming to what our model looks like. We are proud of what we've accomplished with our virtual office and continue to evolve with this changing business landscape,

10/30/07 – 01/30/2024 MEMBER, ASSESSMENT APPEALS BOARD, ORANGE COUNTY

Hear cases from the public regarding their reassessment application for property values. As a member of the Board I listen to the County Assessor Deputy and members of the public. After carefully weighing all the information, I make a decision on the evidence presented. Also serve as Hearing Officer.

01/01/08- 12/01/2012



Laguna Niguel

Listen to public regarding their specific area needs as it relates to the City of Laguna Niguel's Parks and Recreation. Review and give input on the City's parks capital improvements and programs prior to being presented to City Council. During the time spent on this Commission, I served as Chair and was instrumental in selection of the company the City chose to do a beautiful update on the Crown Valley Park.

PROFESSIONAL / VOLUNTEER INFORMATION

Member, Nominating Director for Life Sub-Committee, C.A.R. 2014
Chair, Region 32 Representative, California Association of REALTORS®, C.A.R. - 2013
Assistant Region 32 Representative, C.A.R. 2012
Member & Hearing Officer, Assessment Appeals Board, Orange County 2008–2024 2025-2026
Commissioner, Parks & Recreation, City of Laguna Niguel 2008 - 2012
Member, Communication Advisory Committee, C.A.R. 2008 – 2012
Director, Orange County Association of REALTORS®, 2000 - 2005 & 2007 – 2012
Chair, Communications Advisory Committee, C.A.R. 2012
Vice Chair, Communication Advisory Committee, C.A.R. 2011
CREPAC Trustee, C.A.R. Vice Chair 2024
CREPAC Trustee, C.A.R. 2020-2024
CREPAC Trustee, Alternate, C.A.R., 2018 - 2019
IMPAC Trustee, C.A.R. Vice Chair 2018
IMPAC Trustee, C.A.R. 2012-2018
IMPAC Trustee Alternate, C.A.R. 2011
Member, Legislative Committee, C.A.R. 2008, 2022-2024
Member, Communications Committee, National Association of REALTORS® 2008 Member, Business Issues Committee, National Association of REALTORS® 2018 – 2020 Member, Realtor Safety Advisory, National Association of REALTORS® 2021- 2024 Member, Transaction & Regulatory, C.A.R. – 2016-2021
Member, Federal Committee, C.A.R. 2014- present
Member, Media Committee, OCAR 2007 – 2008
Member & Past Chair, Professional Standards Committee, OCAR 2014-2023
Member, Southern California MLS (CRMLS) Finance Committee, 2007 – 2008
Member, Presidential Advisory Committee, OCAR 2007 – 2009
Member, Arizona Association of REALTORS®, 2007 – 2008
Member, West Maricopa Association of REALTORS®, 2007 – 2008
Chair, Independent Broker Forum, OCAR 2007 – 2008
Member, Independent Broker Advisory, OCAR 2007 - 2016
Chair, Special Events, OCAR 2006 – 2008
Chair, Education Committee, OCAR 2005 - 2006
Member, Housing Opportunity Committee, OCAR 2005 - 2008
Past Chair, Nominating Committee, OCAR 2005
Presiding Officer, Arbitration Review Panel, OCAR 2004 – 2023
President, Orange County Association of REALTORS®, 2004
President Elect, Orange County Association of REALTORS®, 2003
Member, Strategic Planning, OCAR 2003 – 2009
Director, California Association of REALTORS®, 2003 – present
Director, National Association of REALTORS®, 2003 – 2008 – 2018 - 2023
Member, Finance Committee, OCAR 2002 – 2014
Member & Past Chair, Marketing and Membership Committee, OCAR, 2001 – 2015
Member, National Association of REALTORS®, 1989 – present
Member, California Association of REALTORS®, 1989 – present
Member, Orange County Association of REALTORS®, 1989 – present
Member, Laguna Niguel Chamber of Commerce, 2005 – present
Member, Laguna Niguel Historical Society, 2012 – present
Founder-Member, Lisa Cosenza Memorial Scholarship Fund, 2017 – present
Member, Orange County Association of REALTORS® Credentials, 2025-2026

AWARDS / RECOGNITION

Received "Leadership Award" from the Orange County Fair Housing Council, 2007
Named "Women's Mover and Shaker" by O.C. Metro Magazine
Recognized as the Orange County Association of REALTORS® REALTOR® of the Year, 2004
Awarded "Top Producer" awards from several Real Estate Firms
NAR Sterling "R" Investor
2024 California Women Making Herstory, awarded by Senator Janet Nguyen
2024 Heart of Safety Award, awarded by Beverly Carter Foundation
2024 Leadership Legacy Award, Orange County Realtors

EDUCATION AND TRAINING

Licensed Real Estate Broker, California
Attended Long Beach City College, Saddleback Junior College and Orange Coast College
Completed Continuing Education classes in Real Estate Law and Practice
At Home With Diversity - AHWD
Certified Seniors Residential Specialist
Certified ePro
Certified Short Sales & Foreclosure
Trained in Roberts Rules of Order
Trained in Ethics, Professional Standards
Public Speaking: Toastmasters

PERSONAL INFORMATION

Married for 54 years to my wonderful husband Rick, we have three children and seven awesome grandchildren. Personal interests include trips to the High Sierras with fishing and hiking, youth sports, continuing professional education and politics.

Our family formed a nonprofit organization, Lisa Cosenza Memorial Scholarship after we lost her in October 2017. This nonprofit is a scholarship fund in which for six years we've awarded high school students at Dana Hills High School (our daughters alma mater).

My personal commitment is to working towards Realtor® awareness for their safety in the workplace.

EARLIER WORK EXPERIENCES

Before changing careers and entering the field of real estate, I worked for a major department store where I was a Buyer for sportswear. I also worked as a professional model in the areas of print media, runway and commercial modeling.