

Stephen R. England SEC ALC EMS

Broker-Consultant-Farm Manager-Educator

- Bachelor of Science in Animal Science - University of Nebraska
- Master of Arts. in Business - University of Northern Colorado.
- Vietnam Veteran
- Two Years with Nebraska Department of Economic Development
- 10 Years as Farm and Ranch Manager for National Bank of Commerce handling management annually of up to 60 farms and brokered Ag real estate.
- Since 1983 own *Investment Property Exchange, Inc.*, a client based firm providing real estate problem solving, brokerage services. Also owned the largest outstate appraisal firm for farm, ranch and commercial appraisal. IPEX Appraisal was sold to associates in 2014 but is still located in the same office with the real estate company.
- Experience in consulting, investing and due diligence on all types of property from Agriculture to Commercial across U. S.

Designations:

- ❖ Counselor – Society of Exchange Counselors (SEC)
 - Membership by invitation only
 - The Society only has 100 counselors selected nationally.
- ❖ Accredited Land Consultant (ALC) – REALTORS Land Institute
- ❖ Equity Marketing Specialist (EMS)- National Council of Exchangers – Gold Card Status
- ❖ GRI – National Association of REALTORS

Designations Earned but no longer active:

- ❖ Accredited Farm Manager (AFM) – American Society of Farm Managers and Rural Appraisers
- ❖ Accredited Rural Appraiser (ARA) – American Society of Farm Managers and Rural Appraisers (NOT Currently active as an appraiser)
 - The 2nd REALTOR in nation to hold all three rural real estate designations, ALC AFM ARA.

Leadership:

- Past National President - REALTOR's Land Institute (RLI) (1994).
- Past Chairman – RLI/CCIM National Marketing Sessions
- Past President - Society of Exchange Counselors (2006)
- Past President – Society of Exchange Counselor's Educational Foundation (2007)
- Serve on Board of Directors Exchange Bank – Gibbon, Kearney and Grand Island, Lincoln; Junction City and Salina, KS, (now over \$850M in Assets.)
- Appointed to Agricultural Legal Foundation by Nebraska Farm Bureau
- Vice Chairman of Great Platte River Road Archway Foundation
- Served on Nebraska Task Force on Dairy Recruitment that obtained approximately \$35M in dairy investment and 12,000 new cows to Nebraska.
- Past President and member of Kearney Noon Rotary Club

Awards:

- Winner of 1990 CCIM/RLI National Marketer of Year
- Winner of *Farm and Land Institute* (RLI) National Transaction of Year in 1982
- 2015 – National Counselor of Year- Society of Exchange Counselor
- Appointed to ***Nebraska Diplomats*** by Governor Ben Nelson

Educator:

Currently National Instructor for the Society of Exchange Counselor's Educational Foundation with course entitled “***Marketing that Difficult Investment Listing in Any Economy***”

Served as Senior Instructor for REALTORS Land Institute- Taught course called “Effective Marketing” at numerous locations in the U.S.

National Instructor for *LEAD Administrative Partnership* that taught Resolution Trust Employees (RTC) how to use seller financing to market their real estate.

Conducted many real estate classes and seminars nationally for the past 30 years.

Hold active real estate licenses in Nebraska, and South Dakota