



AAA Mediation.org™

FN-5796161 MN-5796161 LN-5796161

Commack, New York



Current Employer-Title Crowdcopia Lending – Principal
Bell Town Properties - Partner

Work History Founder/Principal, Crowdcopia Lending, 2016-Present; Partner, Bell Town Properties, 2010-Present; Algorithmic Trader, Access Securities, 2007-2010; Algorithmic Trader, Ramirez & Co., 2005-2007; Vice President, NASDAQ Trading, Goldman Sachs/Spear, Leeds & Kellogg, 1999-2004; Sales, Cobb County Toyota, 1997-1999; Securities Broker, PainWebber/Morgan Stanley, 1997-1995.

Experience Real Estate
Over 20 years of experience in all facets of real estate. Responsible for finding off market properties, raising capital from investors and purchasing, rehabilitating, renting and refinancing them into an investment portfolio. Great understanding of how to build a property whether new construction or rehabbing an existing structure. Structuring deals that are both fair to the builders and the investors. Experience dealing with contractors, GC's and subs as well as investors and material and supply companies.

Lending
Started a hard money lending business in 2016 by cold calling wholesalers and investors. Today, Crowdcopia has raised over \$50 million from investors and has funded over 1000 properties totaling \$175+ million plus in loans. Responsible for structuring many different types of real estate loans and deals, both commercial and residential. Devising many different solutions to avoid foreclosure when issues arise. Analyzed and gave feedback on thousands of real estate deals as a consultant and an underwriter. In depth knowledge of everything from purchase to construction to sale of both commercial and residential properties.

Securities
Over 25 years of experience trading securities. Responsible for building and managing an algorithmic trading desk with the main focus on purchasing stock for corporate buy backs. Customers were primarily Forbes 100 companies and purchase orders typically averaged \$300-\$400 million. Trading experience also includes helping re-weight stock indices such as the Russell, position trading and order flow management of a book of 500+ stocks.

Mediator Experience National Association of Certified Mediators 40-hour mediation certification completed in 2022

LIDRC (Long Island Dispute and Resolution Center) Mediation Training Part 146 Certified
LIDRC Apprenticeship
Part 137 Certified
Mediated 25+ small claims cases

Mediator Style & Process Preferences As a child I always loved solving problems and was always of the mindset that there's a solution to every problem if you look for it. I believe the mediation process is a great conduit for me to help others solve their problems in a fair and open-minded environment. My role as a mediator will be to patiently listen, observe and "put myself in the shoes" of each party member to better understand their points of view and then come up with a solution that is as fair as possible to everyone. I would expect all parties involved to keep an open mind and treat each other with the respect they deserve.

Technology Proficiency Very proficient in all technology areas from MS Suites to AI.

Education Rollins College (BA, Economics - 1995).

Professional Licenses Securities licences Series 7. 63. 55
NJ Real Estate Lic.

*Licenses are currently expired

Part 146
Part 137 fee dispute

Recent Publications & Speaking Engagements Philly RE Crew State of the Market 2024
Sponsor 2023 Women in Real Estate Summit (Philadelphia)
Philly RE Crew State of the Market 2022
Mastermind speaker for Better Than Success 2019-2021
Hard Money Mondays with BTS 2020-2021

Mediation Rate \$500 Per Hour

Languages English

Citizenship United States of America

Locale Commack, NY

The AAA's Rules provide the AAA with the authority to administer a mediation including, mediator appointment, general oversight and billing. Accordingly, mediations that proceed without AAA administration are not considered AAA mediations, even when the parties select an mediator who is on the AAA's Roster.

The information contained in this resume has been supplied solely by the individual mediator and may, or may not, be a complete recitation of their experience. The AAA assumes no responsibility for the content, completeness, accuracy, or reliability of the information contained in a mediator's resume. If you have any questions about a mediator's experience or background, you are encouraged to contact your case manager.

Mediators on the AAA Roster are not employees or agents of the AAA.