

## **Kathy Heshelow, Freelance Writer & Author**

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**2008. Author, published** *“Investing in Oil & Gas: the ABCs of DPPs (Direct Participation Programs)”*.(iUniverse). [www.oilgasbook.com](http://www.oilgasbook.com). **Expertise: energy world. Writes often about petroleum as well as alternative / green energy.**

**2006. Author, published** *“Effortless Cash Flow: the ABCs of TICs (Tenant in common investments)”*.(iUniverse). [www.ticbook.com](http://www.ticbook.com). Both books received good press, numerous radio interview invitations, and books were requested for educational seminars and conferences. **Expertise: commercial real estate.**

**2001 to present.** Legacy Real Estate & Investments, President and Broker. Successful company, though real estate has ‘frozen’ since 2008 to present. Most clients are high-net worth investors and repeat clients; small volume/big dollar work. [www.LegacyNNN.com](http://www.LegacyNNN.com) **Expertise in commercial real estate and I write / publish on the subject.**

**2004 – Aug 2011.** Registered Securities Representative. Specialized in alternative investments (TICs, oil & gas, notes & debentures, funds, annuities). [www.tic-investments.org](http://www.tic-investments.org). **Expertise in various areas; often write / publish on energy and retirement.**

**1998 – 2002.** Richardson Kleiber Walter, Sarasota, FL. Licensed real estate agent with one of the oldest firms in Sarasota handling commercial real estate & high profile clients. Was trained by an expert and learned all aspects of the commercial real estate business.

**1996 – 1999.** Vice President, Board Member, Director, Shareholder; American Universities Admission Program (AUAP). The mission was to assist international students in the selection of and admission to US colleges, especially MBA and PhD programs. Mix of traditional and virtual company. Led and managed team of 15 professionals across the US and 20 foreign representatives abroad, attended trade fairs abroad, and oversaw client services. Took on a number of personal clients each year. **Expertise in education, education-related issues; wrote & published articles.**

**1996 -1997.** Marketing manager and consultant, YLSC at Bolletieri Sports Academy. Was responsible for marketing, publications and recruitment of the English language school abroad; interfaced with marketing at Bolletieri (IMG); recruitment travel. Successfully implemented new publications, new agents and new enrollments. **Expertise: marketing, language schools**

**5/93 – 7/96.** Director of Admissions and Marketing; Senior Circle; The American University of Paris (AUP), France. Was responsible for recruitment and admission of students to the university from throughout the world; set and managed the strategic

plan, advertising, marketing, and financial aid; reported directly to the University President, served on Senior Staff; managed an office and team in Paris and New York, with assistants and alumni volunteers elsewhere including Tokyo; managed a budget in excess of a quarter of a million dollars; oversaw admissions publications; recruitment travel. Responsible for internet development in admissions (first Web site, etc.). **Expertise: Living abroad, Paris art and history, education, travel, culture. Published articles periodically.**

**6/89 - 1/93.** Assistant to the Director, Parsons School of Design Paris. Responsibilities included European recruitment (strategy, travel, budget); admissions (portfolio reviews, counseling, admission decisions); **public relations/press/advertising (obtained top press coverage, such as Women's Wear Daily, International Herald Tribune, Vogue, etc.);** handled gallery openings twice monthly; **initiated/produced weekly newsletter.** **Expertise: art & art education, European living, fashion and culture. Wrote and published articles, and worked in Public Relations.**

**1983-6/1989.** Assistant to the Registrar, The American University of Paris. **Expertise: educational administration, organization, diplomatic skills.**

#### **Education:**

The American University of Paris, Bachelor's Degree, Art History; business minor. 6/1982. **expertise: art, art history and literature**  
Southern Illinois University, Fine arts, French & **journalism classes.** 1978-79  
Centre Mediterranee d'Etudes Francaises, Cap d'Ail, France. Summer 79,80.  
Admitted, Oxford Brookes University, Oxford England. MA Education – deferred.  
Real Estate Brokers License, state of Florida. Notary Public, state of Florida.  
CCIM candidate. Insurance license.  
Securities licenses: Series 6, 22, 62, and 63 exam.

#### **Other:**

**Ezine Expert Author**

**Member, Editorial Freelancers Association (EFA)**

Working artist (part time)

Trustee, Community Music School of Southwest Florida. 2002- 2006

Member, REISA (Real Estate Investment Securities Association). Chair, Ethics & Standards Committee. Member of several real estate associations.

Member, Commercial Real Estate Women (CREW), Tampa Bay chapter. 1/2002 to present. ***New Member of the Year award, 12/2002.***

Member, American Society of Solar Association.

Member, Krewe of Southern Sisterhood, Tampa Bay. Charitable and social organization. Since 2003.

Panelist, a number of real estate securities conferences. Subjects: commercial real estate, TICs.

Panelist, ECIS (European Council of International Schools) conference 1995, Switzerland. "Dispelling Myths of American Education Abroad".

Jury Member, City of Paris scholarships to an outstanding French student for study at Parsons School of Design NY. 1990, 1991

Student Government Award for Outstanding Service, AUP.

**Some Articles Published (among many):**

2 Green Energy articles (numerous features). 2010, 2011.

Mid-Atlantic Real Estate Journal. August 2009. "Oil & Gas as a 1031 replacement property consideration?"

WebCPA. "Tax Benefits of Oil & Gas Investments". 2009.

National Real Estate Investor Magazine, feature interview. March 2007

Real Estate Business Magazine, April/May 2007. "What are Tenant-in-Common (TIC) Properties and Can They Help Your Business?"

Financial Times, May 15, 2007 "A Better Class of Tenant". Interviewed and quoted.

New York Times, October 15, 2006 "Buying a Small Part of Something Big". Interviewed and quoted.

USA Today *International*, 4 June 1996 on American Colleges Abroad.

Trans-World Education Magazine, Issue 1, "American Higher Education Outside the US" (pgs 44-6) 1995. Issue 4, "Art History and Liberal Arts" (pgs 46-8); Issue 4, "At an Education Exhibition) pgs 82-3. 1994/5

Yurtdisi Egitim (International Education Newspaper for Turkey). The American University of Paris, An International Choice". Fall 1993. Pg 1

Gulf News, Dubai. 1/94. "The American University of Paris: An Exciting Choice".

**Other.** A number of Editing and Ghost-writing jobs (confidential) in 2010-2011; ongoing editing of lesson plans for a national firm, 2010-present; work on several personal books for future publication.