

BRIAN LYNN COPELAND

615 Woodland Street | Nashville, Tennessee 37206 | (615) 554-6177
brian@nashvilleandbeyond.com | www.nashvilleandbeyond.com



EMPLOYMENT

REALTOR® / Broker Village Real Estate Services / Nashville, Tennessee
May 2005 – Present: Manage the real estate brokerage process for numerous buyers and sellers.

Assistant Professor Tennessee State University / Nashville, Tennessee
August 2001 - August 2004: Instruct communications courses at all levels of undergraduate studies. Develop curriculum and supplemental materials for student enrichment.

Director of Publishing Daywind Music Publishing / Hendersonville, Tennessee
May 1999 – December 2004: Orchestrate all music publishing activities creatively and administratively. Supervise eight employees and a writer roster of 18+ including part-time, full-time and artist writers. Lead company to be named BMI's world-wide Christian music publisher of 2002. Coordinate all internship activities for parent company. Oversee all cost efficiency measures for parent company.

Vice President New World Imports / Nashville, Tennessee
July 1998 – May 1999: Oversee all operations, purchasing, selling and shipping at the world's largest medical amenities importer. Supervision of seven employees.

Assistant Director of Communications, Undergraduate Admissions
University of Tennessee / Knoxville, Tennessee
August 1996 – July 1998: Serve as admissions representative for the university's number one in-state territory (Nashville area) and out-of-state territory (North Virginia). Chair academic review committee for students under the university's requirements. Plan all publications. Search for, hire and guide three graduate assistantships

EDUCATION

The University of Tennessee, Knoxville
Master of Science, Communications Management | 1998, *magna cum laude*

Carson-Newman College, Jefferson City, Tennessee
Bachelor of Arts, Communications & Education | 1994, *cum laude*

Nashville School of Real Estate, Nashville, Tennessee
Licensure, Real Estate | 2005

SPEAKING/TEACHING

Conference Speaker, National Association of REALTORS® 2008 Conference
Course Writer, Council of Residential Specialists, 2009
Presenter, Tennessee Association of REALTORS®, Memphis, TN 2010
Presenter, Ohio Association of REALTORS®, Columbus, OH 2009, 2010
Presenter, Arkansas Association of REALTORS®, Hot Springs, AR 2009
Presenter, Wisconsin Association of REALTORS®, Milwaukee, WI 2010
Presenter, Virginia Association of REALTORS®, Richmond, VA 2010

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Presenter, Montana Association of REALTORS®, Great Falls, MT 2010
Presenter, Royal LePage National Conference, Calgary, Canada 2010
Presenter, Dayton Board of REALTORS®, Dayton, OH 2009
Presenter, Columbus Board of REALTORS®, Columbus, OH 2009
Presenter, RETech South, Atlanta, GA 2010
Corporate Conference Keynote, Prudential Realty Center, Chattanooga 2009
Guest Instructor, Irongate University, Dayton, Ohio 2008
Webinar Instructor, Council of Residential Specialists (CRS), Chicago, IL 2009
Speaker, Pilkerton REALTORS®, Nashville 2008
Speaker, Fridrich & Clark REALTORS®, Nashville 2008
Speaker, BrokerSouth, Nashville 2009
Lunch Keynote Speaker, Women's Council of REALTORS®, Middle Tennessee 2008
Lunch Keynote Speaker, Dickson Board of REALTORS®, 2008, 2009
Speaker, French Christianson Patterson REALTORS®, Nashville 2008
Instructor, Village Real Estate Services, Nashville 2007, 2008, 2009, 2010
Mentor, iSucceed.com, Los Angeles 2008

SERVICE & HONORS

Consistently in Top 1% of Nashville market as a solo agent
RPAC Sterling R 2008, 2009, 2010
NAR's National Young Professional Network Board, Vice Chair 2010
NAR's Technology Spotlight Top Five Finalist 2009
NAR's Professional Standards Committee 2010
NAR's Young Professionals Network Board 2010
REALTOR® Magazine Blogger 2009, 2010
RETechSource Blogger 2009, 2010
Greater Nashville Association of REALTORS® (GNAR)
GNAR Rookie of The Year 2006
GNAR Education Award Recipient 2008, 2009, 2010
GNAR Gold Award Recipient – First Year
GNAR Platinum Award Recipient
Leadership GNAR Class of 2008
GNAR Affordable Housing Committee 2007, 2008
Leadership GNAR Graduate 2008
GNAR Affordable Housing Committee Chair 2009
GNAR RPAC Committee 2009, 2010
GNAR Legislative Committee 2010
GNAR Convention Committee Chair 2010
Tennessee Association of REALTORS®
National Association of REALTORS®
Certified Residential Specialist (CRS)
CRS Leadership Academy Member (1 of 10), 2010
Middle Tennessee State Representative (CRS Tennessee Chapter 2008)
Educational Director (CRS Tennessee Chapter 2009)
Village Real Estate Services' Rookie of the Year 2006
Governor's Housing Summit Delegate 2007, 2008
CRS Grassroots Advisory Board 2008
CRS On-line Learning Panel Member 2008, 2009
Chair, CRS Trends Assessment Team 2010

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Tennessee Association of REALTORS GNAR proxy director 2008
Real Estate Magazine's Top 50 National REALTOR® on the Rise (August 2007)
StarPower Conference Attendee 2008, 2009
CRS Sell-a-bration Conference Attendee 2008, 2009
Tennessee Association of REALTORS® Conference Attendee 2006, 2007, 2008, 2009
Greater Nashville Association of REALTORS® Conference Attendee 2006, 2007, 2008, 2009
National Association of REALTORS® Conference Attendee 2007, 2008, 2009
Inman NYC Connect Conference Attendee 2008, 2010
Coordinator, REBarcamp Nashville and WordCamp Nashville 2010

MEDIA

REALTOR® on The Learning Channel's "Flip That House"
REALTOR® on HGTV's "House Hunters" (multiple episodes)
REALTOR® on HGTV's "Goodbuy/Badbuy" (multiple episodes)
REALTOR® on HGTV's "Top 25 Homebuying Tips" (special episode)
REALTOR Magazine, Winter 2007, "Great Client Holiday Parties"
CRS Residential Specialist Magazine, April 2008 "Promotional Contest Awards"
CRS Residential Specialist Magazine, June 2008 "Cookie Cutter Email Marketing"
CRS Residential Specialist Magazine, November 2008 "Social Media"
CRS Residential Specialist Magazine, January 2009 "Video Marketing"
Nashville Business Journal | The Tennessean, multiple articles
CBS' Local Affiliate NewsChannel 5
NBC Local Affiliate Channel 4
Broker Insider Magazine
National Associated Press story (*LA Times, Detroit Free Press, Miami Herald, et.al*)

COMMUNITY

Board Member, Hands On Nashville
Chair, Nashville Chamber of Commerce Emerging Leaders Awards
James White Fort Board of Directors
Human Rights Campaign (HRC) Steering Committee Chair
Hugh O'Brien Youth Leadership Foundation Leadership Seminar Chair
Tennessee Performing Arts Center (TPAC) Are You Game?
Dogwood Arts Festival Media Marketing Team
Evangelism and Fellowship Facilitator for Covenant of the Cross
Community Philanthropic Giving (since entering industry) ~\$187K