

## About John Mayfield

John Mayfield received his real estate license in 1978 at the age of 18. John is a licensed real estate broker in Missouri and Florida, and also has experience working as a real estate agent in Nice, France for an international real estate brokerage office, where he leads their technology and international marketing activities.

John has earned the ABR®, ABRM, CRB, e-PRO® and GRI designations throughout his real estate tenure. John is a graduate from REALTOR® University's Master's Program in Real Estate, May of 2015.

John has spoken to thousands of real estate professionals on technology, marketing and brokerage topics both nationally and internationally, including:

- National Association of REALTORS® Conference and Expo
- NAR-India
- The International FIABCI World Congress
- FNAIM (French Real Estate Federation)
- Russian Real Estate Federation
- Poland Real Estate Federation
- Dubai Real Estate Land Institute
- SECOVI, (Brazilian Real Estate Federation)

John has been featured on CNBC, India, HP's Internet television series for real estate offices, and appeared as a guest on many talk radio programs around the U.S.

John is author of eight books and creator of the "5-Minutes Series for Real Estate Agents." He is the co-author of 21 Mistakes Real Estate Brokers Make and How to Avoid them." Oncourse Learning will release his new book, "5-Minutes to Jumpstarting Your Real Estate Career," later this year.

John has worked as a sales coach for REALTOR® Magazine Online, a readership of over one million REALTORS®. He also writes a column for Real Estate Business Magazine on Sales Strategies, and has contributed numerous articles to HP's website, as well as many other real estate publications.

John served as the National President for the Council of Real Estate Brokerage Managers in 2010, and was recently awarded the Richard Mendenhall Leadership Award by the Missouri Association of REALTORS® in 2014.

Besides speaking Nationally and Internationally, John continues to practice real estate full-time, working with buyers and sellers daily. This unique competitive advantage as a real estate speaker allows him to help bring practical solutions to his colleagues on how to save time, and be more profitable using today's technology.