Clifford J. Bogart CCIM

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| summary of Professional Experience |

* A commercial real estate professional since 1979
* Served as VP-Sr. Development Director and Leasing Director for an 850,000 sf class A project in Las Colinas, Irving, TX overseeing leasing, property management, Interior Design and Construction. Left the project in 1995 at 99% leased.
* Founded The Vanguard Commercial Group in 1995. Grew it to a Top 25 DFW Commercial Brokerage by 1999.
* Secured, designed processes, and managed first ever Tenant Representation and Portfolio Management contract for **State of Texas** lease portfolio
* Wrote, obtained Texas approval, and teach several Commercial Real Estate Continuing Education courses
* Currently CCIM Senior Instructor teaching CI 101, CI 103, Negotiations, and CI Fundamentals.

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| Professional Employment History |

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| The Vanguard Commercial Group | August, 1995-Present |

Founder / Owner / Broker / Consulting

Founded commercial brokerage and consulting company. Grew company to a peak in 2000 when named a “Top 25 Commercial Real Estate Brokerage Company” by the Dallas Business Journal. The company focus is evaluating the needs of our clients and then counseling them in strategic and tactical matters for the acquisition, disposition, and holding period decisions for commercial real estate, whether as a User or Investor.

* Counseled local, regional, and national companies including:
  + ESPN Deportes
  + Guggenheim Partners
  + NGC Industrial (Chinese Industrial conglomerate)
  + UAW (United Auto Workers)
  + Overhead Door
  + NTREIS (North Texas MLS provider)
  + Centralized Showing Services
* Counseled Investors regarding individual property and portfolio valuation.
* Provided counsel regarding the listing, purchase and sale of various property types including Office, Industrial, Retail, and Land.
* Provided ongoing training, mentoring and counsel for new commercial agents
* Provided counsel and advice on a retained basis to a start-up commercial brokerage firm (Wingert Real Estate) over a four year period (2014 – 2018). Services included regular training of agents and remaining available to offer counsel for transactions. Typically called in for unusual or difficult transactions.

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| CCIM Institute | 2005 - Present |

Senior Instructor in CI 101, CI 103, Fundamentals of CRE, CRE Negotiations

Obtained CCIM designation in 1995. Applied, auditioned, and was accepted into the CCIM Faculty in February 2005. Typically travel 4 – 6 weeks per year plus 3 – 4 online or blended learning courses.

* Instructor for the following courses:
  + CI 101: Financial Analysis for Commercial Investment Real Estate (four full day course)
  + CI 103: User Decision Analysis for Commercial Investment Real Estate (four full day course)
  + CI Foundations of Commercial Real Estate (two day course)
  + CCIM Interests based negotiations (one day course)
* Promoted to Senior Instructor CI 101 in 2007
* Promoted to Senior Instructor CI 103 in 2008
* CI 103 Course Chair in 2011
* Instructor of the Year – 2011 CI 103
* Provided advice and counsel as part of the course re-write committee in 2010. Heavily involved in updating and re-writing material for CI 103 including chapter content and case problems/activities.
* Provide advice and counsel as a member of the CI 101 and CI 103 Blended Course development committees. Created course content delivery in multiple modalities including Online instructor led segments, Student initiated “Go find it” activities, eLearning video segments, and live “Capstone” case study workshop.
* Provided advice and counsel as part of the following committees:
  + CCIM National Education Committee: 2010 – 2012
  + CCIM National Curriculum Subcommittee: 2010 – 2012; 2018
  + CCIM National CI 103 Course Chair 2012; Vice Chair 2018; Course Chair 2019
  + University Outreach Committee: 2017 – 2018
  + Professional Standards Committee: 2015 – 2017

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| KW Commercial | 2008 - 2011  2016 - Present |

*Managing Director / Commercial Leadership Council*

In 2008 was initially engaged by Keller Williams International to counsel and develop a structured training program for commercial agents in the roll-out of the new KW Commercial division. In addition to those duties, established a commercial brokerage and consulting team based out of the largest Keller Williams office in the DFW area. Ended the relationship in 2011 but re-engaged in 2016 in order to develop a commercial brokerage and consulting team based out of the Richardson office of Keller Williams.

* Developed a three tier training curriculum (Introductory, Intermediate, and Advanced) and developed courses for all three levels.
* Conducted a series of training webinars (national broadcast) covering many of the training courses.
* Trained and mentored numerous agents and provided ongoing counsel and advice for agent’s transactions

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| Scribcor Texas | 2002 - 2005 |

*Partner / Executive Vice President*

Developed the winning bid for the first ever exclusive Tenant Representation and Portfolio Management contract for the State of Texas lease portfolio of 1,200 leases, 11,000,000 square feet. After securing the contract

* Managed staff and/or contracted services for Austin office with Transaction Managers, Architect-Space Planners, Construction Management.
* Coordinated Lease Portfolio Administration with Chicago office of Scribcor
* Designed processes and supervised the working of 250+ transactions at any given time
* Responsible for managing existing lease portfolio including facilities management and default resolution
* Coordinated Build-to-Suit bidding, design, and construction for numerous sites where suitable lease space was unavailable.
* Presented approved leases and project updates to State Commission at monthly public meetings
* Documented savings of $16,000,000 in lease costs during two years of contract

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| Homart Development | 1986 - 1995 |

*VP-Senior Development Director / Leasing Director*

Responsible for finishing development of the second phase and Leasing for the entire Xerox Centre project in the Las Colinas Urban Center. This is an 850,000 sf, Class A office property (current name – Urban Towers). The project was 25% leased with Phase 2 opening at the depth of the mid-1980’s cycle.

* Designed creative ways to differentiate our project from competitors
* Conducted aggressive marketing and leasing effort in highly competitive environment and left the property in 1995 at 99% leased.
* Directed Interior Design and Construction for new and existing Tenants**.**
* Responsible for the financial performance of the project
* In 1992 took on added responsibility for the 600,000 sf Phoenix Tower in Houston.

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| Coldwell Banker Commercial (now CBRE) – Houston, TX | 1982 - 1986 |

*Broker*

General Brokerage and Leasing in the top commercial real estate office in Houston at the time. Successfully leased projects and represented tenants during the oil bust that followed Houston’s oil boom of 1979 – 1981. Gained valuable knowledge about how to market and lease in a down market. This experience enabled me to outperform the market in subsequent down markets.

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| The Vantage Companies | 1979 - 1982 |

*Leasing Agent*

Leasing Agent for Office and Industrial properties primarily in the western half of the Houston metropolitan area.

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| Personal |

Married to Cheryl with four grown children, all of whom graduated from the University of Texas in Austin. Interests include fitness and running, having completed a dozen marathons (including Boston) and several Triathlons.

Enjoy movies, outdoor sports, history, and soaking up knowledge.