

# bruce b. hailstone

5008 West Avenue L  
Quartz Hill, CA 93536

Office: (661) 722-5512  
Email: hailrock@Qnet.com

## Skills

***Community representative of the regional business community, educator, advisor, Realtor, broker and business owner, marketing specialist and salesman. Accomplished public speaker with the skills to instill positive interest from employers and businesses in the Antelope Valley region.***

## Professional Experience

1991 – Present      California Real Estate Broker Licensee,  
Broker/owner of independent real estate office for over 20 years  
bruce b. hailstone the voice of real estate

***As a real estate agent and broker, have successfully relocated numerous businesses from out of area into the Antelope Valley.***

- Worked extensively with both Palmdale and Lancaster City governments on various community projects
- Provided expertise to Greater Antelope Valley Association of Realtors' Leadership Training Courses.
- Presented at public forums, communicating opportunities which abound in the region for growth and development of burgeoning companies, new start-up businesses and prospective relocating businesses, in each case portraying the Antelope Valley as a region with tremendous growth and potential and the place to bring new business.

1993 – 2012      Radio Show Host on KKZZ, KHJ, KAVL, KOSS

***Completed 600+ live radio show hours.***

1983 - Present      Realtor

***Achieved status of top 1% in the nation in real estate closed volume and earnings nearly every year since 1988.***

1981- 1983      Engineer, Space Shuttle Final Assembly  
Rockwell International

1976 - 1981      Crew Chief, Orbital Mechanics, Mission Planning  
Baker Nunn Spacetrack, Bendix Field Engineering

***Lived and worked in Europe, in southern Italy, traveling extensively with a government issued "secret" security clearance.***

## **Honors and Awards**

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|------|---|
| 2011 | Real Estate Broker of the Year<br>Greater Antelope Valley Association of Realtors |
| 1995 | Real Estate Broker of the Year<br>Antelope Valley Association of Realtors         |

## **Community Leadership Activities**

***Antelope Valley community leader in many roles over 30 years, displaying leadership and self-starter skills in these positions at the state and local level. Highlights include: leading multiple associations of Realtors through successful (4<sup>th</sup> attempt in 30 years) merger, including hiring the new CEO for the resulting organization; leading decision making in regards to community, state and federal issues in the real estate industry as a five-term California Association of Realtors State Director.***

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|----------------|---|
| 2004 – 2012    | Land/Investment and Marketing Forum Chair,<br>Greater Antelope Valley Association of Realtors         |
| 2002-2003      | President, Quartz Hill Chamber of Commerce  |
| 2001 - Present | Director, Quartz Hill Chamber of Commerce   |
| 2001           | Regional Chairman, California Association of Realtors   |
| 1996 – 2001    | State Director, California Association of Realtors  |
| 2000           | President, Greater Antelope Valley Association of Realtors  |
| 1999           | President-Elect, Greater Antelope Valley Association of Realtors                                      |
| 1998           | Vice President, Antelope Valley Board of Realtors   |
| 1998           | Merger Task Force Co-Chair, Antelope Valley Board of Realtors and Palmdale<br>Association of Realtors |
| 1997           | President, Shop Talk Toastmasters   |
| 1994           | President, Eye Openers Toastmasters   |
| 1992 - 2001    | Director, Antelope Valley Board of Realtors   |
| 1993           | Multiple Listing Service Chair, Antelope Valley Board of Realtors                                     |
| 1983 – Present | Member, Toastmasters  |
| 1990 – Present | Frequent Master of Ceremonies for Charitable Fundraisers  |

## **Education**

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|------|---|-----------------------|
| 1982 | Bachelor of Science Degree, Business Administration | University of Phoenix |
|------|---|-----------------------|

## **Continuing Education**

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|------|--|
| 1992 | Graduate Realtor Institute (GRI)   |
| 1996 | Certified Residential Specialist (CRS) <i>Less than 4% of the industry hold this premier designation</i> |
| 2007 | Senior Real Estate Specialist (SRES)   |

*References will be provided upon request*