

Mary Teresa Chieppa

real estate sales . instructor/speaker . group coach . course development



BROKERAGE FIRM

COLDWELL BANKER
RESIDENTIAL BROKERAGE

6031 University Boulevard,
Suite 100
Ellicott City, Maryland 21043
(o) 410. 740. 7100

CONTACT



301. 928. 0184



mchieppa@cbmove.com

CREDENTIALS

DESIGNATIONS/CERTIFICATIONS EARNED AND INSTRUCTED
Associate Broker, ABR, C-RETS, GRI, MRP, PSA, RENE, SRES, SRS

- Accredited Buyer Representative
- Certified Real Estate Team Specialist - national presenter for REBI
- Graduate Realtor Institute
- Military Relocation Specialist
- Pricing Strategy Advisor
- Real Estate Negotiating Expert
- Senior Real Estate Specialist - course content revision participant
- Seller Representative Specialist

INDUSTRY EXPERIENCE

EDUCATION MANAGER MIDATLANTIC REGION - PRIOR
Coldwell Banker Residential Brokerage

- Provided on-site and online education services to 34 offices.
- Selected and trained instructors, throughout the DMV region.
- Instructor for Coldwell Banker throughout DC, MD & VA for 25+ years
- Sales of 35+ years including residential, REOS, and land.

COURSE & TEXTBOOK DEVELOPMENT - CURRENT

Kaplan Professional Education & OnCourse Learning

- Create original and edit Maryland online continuing education course
- Contributing editor for MD law textbook, VA & MD law Prep textbook
- Presenters for online videos for National, MD & Va law courses

REAL ESTATE INSTRUCTOR/COACH - CURRENT

AACAR, CAR, FCAR, GCAAR, HCAR, MR, PGCAR and REBI

- GRI Instructor for over a half dozen topics for MD and DC
- All MD & VA Mandatory CE, DC Ethics, Fair Housing and Legal Update
- Entrusted with large association events and national courses .

OWNER/DIRECTOR - CURRENT

Plan2Pass Real Estate School

- Content creation, instruction and management
- 60 hour pre-licensing, 135 hour broker course, continuing education
- License holder for REBAC/NAR/REBI designation/certification courses

professional references

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Maria Cardenas, Real Estate Business Institute

Vice President of Professional Development, REBI

Mary teaches our SRS, RENE & C-RETS courses. We have over 120 instructors and she is one of our highest rated, consistently receiving perfect 5's on her evaluations. The students always comment on her knowledge, how much real-life experience she brings to the material, and her expert presentation style.

She always goes above and beyond to just delivering the material. Her instruction includes adding reading recommendations, handouts, and sometimes she even brings in additional subject matter expert speakers to enhance the learning experience for the students. I never worry when Mary teaches a course as I know the feedback will always be extremely positive.

For me personally it is a pleasure to work with Mary as she is always prepared and eager to bring her A game. She never disappoints and she always delivers

Lisa Kinsman, Maryland Realtors

Previous Education Director, MR

Mary has been involved in the Maryland REALTOR Institute for several years now, as well as presenting at our Annual Conference. Mary brings to the classroom her experience as a past corporate trainer who is actively in the trenches and provides real-life explanations from her extensive experience. She teaches throughout Maryland not only for REALTOR Institute, but also many REBAC courses as well as local continuing education sessions.

She is easy to work with and readily keeps up with current events and the topics she teaches. Mary has a very down-to-earth teaching style while providing a wealth of information that helps agents understand the topic and how it fits into their business. If you're considering Mary to present a session for you, I would highly recommend her. Students thoroughly enjoy her enthusiastic style.

Renada Johnson, PGCAR

Education Manager for Prince Georges County Association

Mary Chieppa is one of the most sought after Instructors for the Prince Georges County Association of REALTORS®. Her professionalism and knowledge are attached to her name. Our students always leave with a better understanding, even if they've taken the course years prior. Mary has also taken on this virtual platform with ease.

Jill Malloy, Coldwell Banker Residential Brokerage

Previous Education Manager, Mid Atlantic Region

Mary Chieppa was a regional instructor and education manager for Coldwell Banker Residential School of Real Estate for many years. She continues to instruct many of our advanced classes. She has become one of the best instructors of many of the NAR designation and certification classes that I have seen during my 20+ years working with those programs. We feel very fortunate to have her as our primary instructor for those classes and can attest to the fact that she makes classes both fun and informative for even the most experienced salespeople and real estate managers.