

BARBARA WOYAK
MBA, CDRE, GRI, CLHMS, CDPE, CNE

I. CURRICULUM VITAE

Barbara Woyak, with a Master's in Business Administration, is a Certified Divorce Real Estate Expert (CDRE™). Ms. Woyak received her certification as a Divorce Real Estate Expert from the Illumni Institute. Ms. Woyak is recognized as a top producing real estate agent in the Phoenix/Scottsdale metropolitan area. Ms. Woyak's extensive real estate experience allows her to offer impartial and neutral opinions in complex divorce matters. She is an active member of the Maricopa County Bar Association, the Maricopa County Association of Family Mediators, and the Collaborative Professionals of Phoenix.



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(602) 329-6655

kw KELLERWILLIAMS, REALTY
SONORAN LIVING

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II. EDUCATIONAL BACKGROUND

The Illumni Institute 2018 Courses:

- Anatomy of Divorce
- CDRE Fair Market Valuations
- Communicating as a Neutral Expert
- How to Sell a House in Conflict
- Illumni Speakers Bureau
- Introduction to Divorce Court
- Landscape of Divorce Finance
- The Ethics of Certified Divorce Real Estate Experts

Clark University. *Worcester, MA* 1992 Master's in Business Administration, *Concentration in Marketing and Consumer Behavior*

Augsburg College. *Minneapolis, MN* 1985 Bachelor's of Arts/Science



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III. PROFESSIONAL QUALIFICATIONS

- Ambassador, The Illumni Institute
- Appointment as Real Estate Special Commissioner, State of Arizona
- Certified Distressed Property Expert (“CDPE”), Charfen Institute
- Certified Divorce Real Estate Expert (“CDRE”), Illumni Institute
- Certified Luxury Home Marketing Specialist (“CLHMS”), Million Dollar Guild Certified Negotiation Expert (“CNE”), The Real Estate Negotiation Institute GRI Designation, The Graduate REALTOR Institute
- Real Estate License (License Number SA566481000)



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IV. PROFESSIONAL TRAINING

Certified Divorce Real Estate Expert™ Program

The CDRE™ program ensures Realtors have all the tools and assets to develop a new division in their business and create a strong reputation in the family law community. The program faculty consists of family law attorneys, judges, and other family-related professionals. Graduates develop the skillset necessary to tackle complex divorce real estate matters and provide neutral-based opinions.

Interdisciplinary Collaborative Training

This training course offers you a safe and dignified environment to reduce the conflict and minimize its impact on you, your children, and your life. This training course also provides you with specially trained collaborative lawyers, mental health and financial professionals to educate, support, and guide you in reaching balanced, respectful lasting agreements. It further empowers you to resolve your legal disputes without judges, magistrates or court personnel making decisions for you.



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V. TEACHING EXPERIENCE

Keller Williams Realty Ignite Course Instructor

Keller Williams provides an Ignite course to its real estate professionals, with the objective to propel newly licensed and experienced KW real estate agents to immediate productivity. As an Ignite course instructor, I trained new agents in the fundamentals of real estate content and the importance of productivity-based exercises. This course primarily focuses on successful lead generation.

MCLE: Real Estate Issues and Family Law Cases

- CLE for Maricopa County Association of Family Mediators
- CLE for Maricopa County Bar Association- Family Law Section
- Presentation for Collaborative Professionals of Phoenix
- Private lunch-and-learns for family law offices



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VI. PROFESSIONAL EXPERIENCE

- Licensed Agent in Arizona (License#: SA566481000):
2005 - Present
- Agent Leadership Council at Keller Williams Realty
2009 - 2020
- Ignite Instructor at Keller Williams Realty 2010 -
Present
- Member Luxury Home Division at Keller Williams
Realty 2010 - Present
- Tour Director/Chair at Scottsdale Luxury Home Tour
2010- 2017
- Ambassador and CDRE of The Illumni Institute 2018 -
Present



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VII. PROFESSIONAL MEMBERSHIPS

- Arizona Association of Realtors
- Collaborative Professionals of Phoenix
- Illumni Institute
- Institute for Luxury Home Marketing (Million Dollar Guild Member)
- Keller Williams Luxury Home Division
- Maricopa County Association of Family Mediators
- Maricopa County Bar Association
- National Association of Realtors
- Scottsdale Association of Realtors



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VIII. PUBLICATIONS & CONTINUING EDUCATION

Publications

Maricopa County Bar Association - Family Law Section Quarterly Newsletter

Continuing Education

- *6 Elements of Persuasion, by Shelly Jean John, Esq.*
- *A View from the Bench, by the Honorable Kimberly S. Apaloo*
- *Being Appointed as an Expert under the Evidence Code vs. Serving by Agreement, by Shelly Jean John, Esq.*
- *Calming Upset Clients and Others with EAR Statements, by Bill Eddy LCSW, Esq. Digging for Gold and Hunting for Landmines: A Lawyer's Guide to Financial Asset Search and Discovery, by Philip Segal, Esq.*
- *Strategies to Prevent Costly Tax Surprises in Divorce, by Ron J. Anfuso, CPA, ABV The Impact of Rising Home Prices and Mortgage Rates on Divorce Equity Buyouts, by Jason Gordon, CDLP™ & CDRE™*
- *To Duel or Not To Duel: A Perspective from the Family Law Community, by Marie Myers, Esq. 3*



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