

Jill Heineck, Associate Broker

CDRE[®] CLHMS[™] SCRP[®]

Heineck & Company | Keller Williams Realty Peachtree Road
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CURRICULUM VITAE

With 25 years in Atlanta real estate, Ms. Heineck is a Certified Divorce Real Estate Expert (CDRE[™]) specializing in the sale of real property in family law cases. Ms. Heineck received her certification as a Divorce Real Estate Expert from the Illumni Institute. Ms. Heineck offers her objective and neutral expert opinion in low and high conflict divorce matters involving real property.

Her extensive experience works seamlessly across all of her disciplines including Corporate Relocation, Sports and Entertainment, and Divorce Listings. Working with Atlanta area sellers, Ms. Heineck is known for her in-depth discovery with each client in order to deliver at a high level, whether it be selling a condo, bungalow or multi-million-dollar estate. Working with Atlanta area buyers, Ms. Heineck seeks first to understand lifestyle requirements in order to craft strategic and winning offers.

Her relationship-based philosophy, deep understanding of the local market, and comprehensive knowledge of real estate and its nuances combined with her steadfast dedication to providing the necessary tools to make educated and informed decisions has created a strong and lasting network of loyal clients and trusted advisors.

EDUCATION

Bachelor of Arts	1993
<i>Simmons University, Boston, MA</i>	
Semester Abroad	1992
<i>Universidad de Sevilla, Sevilla, Spain</i>	

LICENSES

Associate Broker	2002
<i>Georgia Real Estate Commission</i>	

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Real Estate Salesperson 1998
Georgia Real Estate Commission

PROFESSIONAL TRAINING

KW BOLD (Business Objective: Life By Design) 2013-2019
Keller Williams University

- Seven-step program combining valuable, fundamental teachings with community support.
- 6-Time Graduate
- With each step of the program, agents create life-long positive habits, building on unique skill sets to create a business and life that they demand.

Train The Trainer I & II 2009
Keller Williams University

- Practice teaching techniques to enhance training skills.
- Learn how to incorporate productivity-boosting activities into the learning experience.
- Build, effectively prepare and deliver a short presentation.
- Give and receive feedback that will contribute to learning and growth.

KW MAPS (Mega Achievement Productivity Systems) 2004-2013
Keller Williams University

- Awarded the Stevie Award for Sales Training and Coaching Program of the Year – The first real estate company to be nominated for the PRISM Award for excellence in coaching.
- Elite real estate coaching by top performers nationally
- Coached by Keller Williams International's Former #2, Dave Jenks

Continuing Education

- 2023 Changes to GAR Forms 2023
- Working With Real Estate Investors: Understanding Investor Strategies 2023

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- Second Homeownership: Trends, Options, and Opportunities 2023
- Serving The Unique Needs of the Senior Market 2023
- Selling To Your Sphere of Influence 2023
- Georgia Mandatory License Law 2023, 2018
- Retirement Planning for a Global Workforce 2022
- Understanding Duty of Care in Talent Mobility 2022
- The (Mis)Alignment of Global Mobility to HR Company Strategy 2022
- Changes to the US Mortgage Industry and the Impact on Mobility 2022
- Resilience: The Art of Recovering from Setbacks 2022
- Principles of Global Mobility 2022
- Flexible International Assignment Policy Strategies 2022
- An Appraiser's Guide to CMAs 2022, 2021, 2022, 2016
- Overview of Georgia Property Tax System and Tax Appeal Process 2022, 2021
- 2021 Changes to GAR Forms 2021
- Ethics in Real Estate 2021, 2016
- 2019 Changes to GAR Forms 2019
- Business Agility in the Age of Mobility 2019
- Top Real Estate Trends and their Impact to Your Relocation Program 2019
- Georgia Real Estate License Law Core 2018
- Realtors Code of Ethics Training 2018
- 2017 GAR Contract: Updates and Changes 2017
- Win With Sellers 2016
- Architectural Styles In And Around Atlanta 2016

CERTIFICATIONS

Certified Divorce Real Estate Expert (CDRE®) 2023

The Illumni Institute

- Orientation to the CDRE Program
- Intersection of Divorce & Real Estate
- Take the Stand (Voir Dire)
- Ethics
- Bias, Neutrality, & Communication
- Divorce Finance
- The Divorce Listing Process

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Global Mobility Specialist - Talent (GMS-T®) <i>Worldwide ERC®</i>	2016
(Senior) Certified Relocation Professional (SCR®) <i>Worldwide ERC®</i>	2010
Certified Distressed Property Expert (CDPE) <i>Distressed Property Institute</i>	2007
Certified Luxury Home Marketing Specialist (CLHMS™) <i>Institute for Luxury Home Marketing</i>	2004
Accredited Seller Representative (ASR®) <i>Kennedy School of Real Estate, Founder of the Designation</i>	2003

PROFESSIONAL BACKGROUND

Associate Broker <i>Keller Williams Realty Peachtree Road - The Rawls Group</i>	2015-Present
<ul style="list-style-type: none">● Top Producer within operating group since 2000● Qualify for Agent Leadership Council each year (top 20%)● Expertise in following categories:<ul style="list-style-type: none">➤ Divorce Listings<ul style="list-style-type: none">➤ Skilled in neutrality and impartiality throughout transaction➤ Atlanta Area Real Estate Divorce Specialist - one of five in Georgia➤ Dual Sales<ul style="list-style-type: none">➤ Deploy a unique approach to balancing the buying and selling process, keeping in strong alignment with mission and vision for the Heineck & Company client experience➤ Skilled in guiding clients through a sale and purchase simultaneously (excluded during divorce listings)➤ Resales: Buyer Representation Seller Representation➤ New Construction: Buyer Representation<ul style="list-style-type: none">➤ Successfully negotiate builder concessions on behalf of buyer➤ Advocate for buyer throughout building process➤ Coordinate and attend all inspections and on-site meetings	

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- Corporate Relocation
 - Seller Representation | Buyer Representation
 - Work closely with third-party relocation companies (RMCs)
 - Work closely with corporate relocation and HR departments
 - Extensive expertise with Broker Market Analyses (BMA), corporate buyouts, relocation policy and mortgage expertise
- Short Sales / Distressed Properties: Seller Representation
 - Negotiate reduced payoff with lender and adequate marketing time to avoid foreclosure

Realtor®/Associate Broker

1999-2015

Keller Williams Realty First Atlanta - The Rawls Group

- Recruited to become one of the first 29 agent partners to start the Keller Williams Southeast Region in 1999
- Established Heineck & Company, a team powered by KW, in 2000
- Continued to help sellers outshine the competition in a competitive listing market.
- Continued to stay active with buyers to maintain active intel on purchasing trends.
- Served on the Agent Leadership Council for 10 years
- Qualified for Agent Leadership Council each year (top 20%)

Realtor®

1998-1999

Jenny Pruitt & Associates, Realtors

- Nominated “Rising Star” in first year
- Completed “Workhorse” training by Floyd Wickman
- Mentored under a seasoned relocation agent for the first year
- Handled relocation clientele to build a book of business
- Took care of all paperwork and marketing
- Held open houses and showed buyers property
- Negotiated best possible overall price and terms for clients

TEACHING EXPERIENCE

- Capture 101 New Opportunities Through Corporate Relocation 2023
- Cultivating Culture 2017

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- Same End Game: How To Partner with Realtors in Relocation 2010, 2011, 2012
- Wealth Building Through Profit Share 2009, 2010, 2011, 2012, 2014, 2015, 2016

PUBLICATIONS

Mobility Magazine	2010-2021
Humans @ Work	2017
Cultivating Culture	2016
Atlanta Business Chronicle	2010

AWARDS

Gary Keller's Top Agent Mastermind <i>By Invitation Only - Must Qualify</i>	2023
Keller Williams Double Gold Production Award <i>Keller Williams International</i>	2023
#11 Individual Agent <i>Keller Williams Southeast Region</i>	2023
#1 Individual Agent <i>Keller Williams Peachtree Road</i>	2023
Editorial Achievement Award <i>Mobility Magazine - Worldwide ERC</i>	2013
Distinguished Service Award <i>Worldwide ERC</i>	2013
Meritorious Service Award <i>Mobility Magazine - Worldwide ERC</i>	2012

Consistently in Top 10 monthly in Market Center
Consistently nominated as one of Real Trends' Top 1000 agents in US
Consistently nominated as one of America's Best Top 15% in US

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PROFESSIONAL MEMBERSHIPS

Illumni Institute	2023-present
Keller Williams Style to Design	2023-present
Keller Williams Relocation Division	2022-present
Keller Williams Luxury Pro Division	2022-present
Keller Williams Sports + Entertainment	2021-present
ProVisors	2021-present
Realm Global	2020-present
Live Luxury Global	2017-present
Keller Williams Luxury Division	2015-present
Commercial Real Estate Women (CREW)	2014-present
Worldwide ERC	2009-present
National Association of Realtors	1998- present
Georgia Association of Realtors	1998- present
Atlanta Realtors Association	1998- present