



Amy Calandrino, CCIM

Results-Driven Servant Leader

Professional Experience

November 2010 to Present

Beyond Commercial
Winter Park, Florida

Licensed Real Estate Broker

- Responsible for the company's daily operations including marketing; financial management and forecasting; recruiting and retention; and operations
- Curate content for firm's robust training program
- Develop listing, marketing, and sales strategies for commercial properties
- Assist agents with evaluating investment opportunities for their client's principals using CCIM model
- Identify and execute business development opportunities

Education

Graduated December 2007

Rollins College
Winter Park, Florida

- Bachelor of Arts in English with Writing Minor
- Rollins College Hamilton Holt School Scholarship Recipient
- 3.5 GPA; Dean's List

Graduated May 2005

Valencia College
Orlando, Florida

- General Associates in Arts with Honors Certificate
- Presidential Academic Scholarship Recipient
- 3.5 GPA; Dean's List

Skills

- Superb people management and project coordination capabilities
- Strong computer skills, including Certifications in the Microsoft Office Suite; Adobe Acrobat Pro; QuickBooks; Form Simplicity; STDB; LoopNet; Xero; CoStar; iMovie; Clio; ClientLook; Social Report, Canva, WordPress and Joomla! and Wordpress website management; and Apple iPhoto

Involvement and Awards

- Orlando Regional REALTORS® Association Member (2013 to present)
 - Commercial Council Member (2015 to present)
 - 2019 Good Neighbor Award Winner
 - 2020 Young Professional Network “20 Under 40” Rising Star
- Central FL Assoc. of Commercial REALTORS® (CFCAR) Member (2014 to present)
 - Circle of Achievement Deal Volume Award (2018 and 2019)
- Certified Commercial Investment Member (CCIM)
 - Institute Member (2015 to present)
 - CI 101, 102, 103, 104 and required coursework completed from September 2015 to May 2018
 - CCIM Designation earned October 10, 2018
 - Florida CCIM Chapter – Central District Member (2015 to present)
 - Mentorship Program Participant (2015 to 2016)
 - 2017 and 2018 Central District Scholarship Recipient
 - Board Member (2017 to 2018)
 - Treasurer (2019)
 - President (2020)
- Connect CRE’s 2019 Next Generation Award Winner
- Orlando Business Journal “Women Who Mean Business: Women to Watch”
 - Nominee (2012, 2015)
- Winter Park Chamber of Commerce and Park Avenue Merchants Association Member (2014 to present)
 - Ambassador (2016 to 2019)
 - 2017 Ambassador of the Year
 - 2019 “Chamber Hero of the Year” Nominee
 - Leadership Winter Park (“LWP”) Alumni Council
 - Past President (August 2020 to present)
 - LWP Board Representative (January 2020 to December 2020)
 - President (August 2019 to July 2020)
 - President-Elect (August 2018 to July 2019)
 - Secretary (August 2017 to July 2018)
 - Board Member (October 2016 to July 2017)
 - Recruitment Committee (Classes XXVIII, XXIX, and XXX)
 - Youth Leaders Law & Government Day Chair (2017)

**Expanded list available upon request

- LWP Class XXVI Graduate (May 19, 2016)
- Victim Service Center of Central Florida
 - “Cheers to Change” Event Committee (2018 to present)
 - Facilitated Grant from Orlando Regional REALTORS® Association in conjunction with 2019 Good Neighbor Award
- Orange County Bar Association (“OCBA”) Affiliate Member (2007 to present)
 - Health and Wellness Challenge (2nd place – 2018; 1st place – 2019)
 - Paralegal Section Board Member (2009 to 2010)
 - Paralegal Section President-Elect / President / Past President (2010 to 2013)
 - Foundation Board Member (2011 to 2014)
 - Paralegal Post Chief Editor (2011 to 2013)
 - Social Committee Chair (2012 to 2014)
 - President’s Award – Outstanding Committee Chair for 2012-2013 Bar Year
- Florida Bar “Special Committee to Study Paralegal Regulation” Member – Appointed by Past Florida Bar President Mayanne Downs (2010 to 2011)
- Rotarian (2009 to 2017)
 - Dr. Phillips Rotary Club (2009 to 2015)
 - Inaugural Wine and Dine on the Nine Event Committee with Bay Hill (2011)
 - District 6980 Cookbook Committee (2012)
 - Awarded First Paul Harris Fellow (July 2014)
 - Winter Park Rotary Club (2015 to 2017)
 - 2017 “Chili for Charity” People’s Choice Award Winner – set-up own booth as “Amy’s Apron®” at the annual fundraiser
- Lion Pup, Inc. Founding Board Member (2014 to present)
- Tiger Bay Club of Central Florida, Inc. Member (2007 to 2011 and 2016 to 2018)
- Easterseals Florida, Inc. (2019 to present)
 - “A Pair to Remember” event committee member (2019 to present)
- Manufacturers Association of Central Florida (MACF) member (2020 to present)
- Globe St “Real Estate Forum” 2020 Fifty Under 40 Award Winner

Published Works and Speaking Engagements**

- Speaker – “Breaking into Commercial Real Estate” for the Entrepreneur’s Hot Seat with Andy Storch – Episode 73 – on January 2, 2018
<https://entrepreneurhotseat.simplecast.fm/055>
- Speaker – “Contract Essentials” for the Central Florida Paralegal Association, Inc. on May 14, 2016 Spring Fling CLE Conference – Track II.
- Speaker – “The Road to Trial” and “Tales from Inside the Courtroom” for April 11, 2014 Orange County Bar Association Bench Bar Conference – Paralegal Track.
- Speaker – “Trial Tips and Tricks” at the Orange County Bar Association Paralegal Section’s All-Day Litigation Seminar on October 2, 2010

**Expanded list available upon request

Personal Passions

- Mommy to my active one-year-old Giovanni and wife to business attorney extraordinaire Phil Calandrino; reading; golfing; knitting; managing my social media @amycalandrino as well as my dog's @DukeWhippet; lifestyle blogging through Amy's Apron®; Rent the Runway Ambassador; traveling; community building