

**LINDA DUNHAM**

Broker Associate

Linda joined The Dunham Company in 2005, specializing in commercial brokerage, development and investment properties, and property management. Prior to joining the firm, Linda served as the Chief Executive Officer of the REALTOR® Association of the Sioux Empire, Inc. for over nine years.

In addition to working with individual clients to secure or market locations, Linda specializes in transaction management, client services, license law compliance and quality control for the commercial division.

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**PROFESSIONAL LICENSES AND DESIGNATIONS**

- 1997 Certified as a real estate instructor by the SD Real Estate Commission
- 2000 Certified as a Professional Standards Administrator by the National Association of REALTORS® (NAR)
- 2002 Earned e-PRO (Electronic Professional) designation from NAR
- 2004 Received Certified Mediator certificate from NAR
- 2005 Earned South Dakota Real Estate Broker Associate's License

**EDUCATION**

- University of Sioux Falls, MBA Program (classes completed September 2004, final project outstanding)
- Buena Vista University, Bachelors Degree in Accounting

**PAST BUSINESS ASSOCIATIONS**

REALTOR® Association of the Sioux Empire, Inc., Sioux Falls, SD, August 1996 – October 2005

Position: **Chief Executive Officer**

PAM Oil, Inc., Sioux Falls, SD, August 1992 – August 1996

Position: **Controller**

Mason City Business Systems, Inc., Mason City, IA, May 1989 – June 1992

Position: **Accounting Manager**

**CLIENT PLEDGE**

Any qualified commercial broker can list or secure a property, but client service goes well beyond that. When working with a client, I pledge to:

- **Do things “by the book”.** This helps ensure that your interests are protected.
- **Listen.** I can't exceed your expectations if I don't know what those expectations are. I'll listen to both what you are saying and what might be left unsaid to ensure that I'm doing everything possible to provide the high level of service you deserve.
- **Follow through.** If I can't fulfill a commitment because of unforeseen issues, I will let you know immediately so we can work together to develop an alternate plan.
- **Communicate but not suffocate.** After years of working with volunteers and business executives, I know how important it is to be apprised of both progress and issues, while at the same time not interrupting your day with trivial, easily resolved issues. I will respect your time.