



#### Joe Coyne—Board of Directors Candidate

I've learned many lessons in my twenty-six years in the industry, but the focal point has been how I can change a client or an agent's life by sharing my vast experience and knowledge. You start to learn that Real Estate is more than making a sale, it is connecting with families and helping them make major life decisions together. As a family man with a wife of 30+ years, three kids and a grandchild—I know how important it is to find the right home for your lifestyle so I found myself in the Real Estate business at an early age and where I plan to continue to help the future agents of St. Charles County grow.

I started my career in 1991 as a Residential Appraiser, where I became licensed as a State Certified Appraiser for Missouri and Illinois. Wanting to venture out of my comfort zone, I immersed myself into the life of an investor and purchased, rehabbed and resold several properties over the years. To this day, I still own and rent multiple properties across the St. Louis/St. Charles region. During this time, I also attended home inspection training, performing home inspections as an added service along with energy audit training to my skillset. I have also owned, constructed and leased several commercial buildings including our current office location.

In 2004, I opened my real estate brokerage in St. Peters and have an office in O'Fallon with exceptional agents. I graduated from the first leadership class of the St. Charles Realtors and currently serve on the Association's Board of Directors, the Missouri REALTORS Board of Directors, Vice Chair of the Leadership Development Committee, and Chair of the State Association's Appraisal Section.