

# Lori Wilk

Delray Beach, FL 33446

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## Professional Summary

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High-Energy sales professional with 10+ years of experience in real estate, auctioning, and business consulting. Proven track record in managing residential and commercial transactions, exceeding sales revenue expectations, and leading high-performing teams. Skilled in public speaking, digital marketing and content creation, with a strong focus on client relationships and operational excellence. Seeking to leverage expertise in sales management and the latest AI apps to drive growth and success in a forward-thinking organization.

Willing to relocate to: Miami, FL - West Palm Beach, FL - Fort Lauderdale, FL

Authorized to work in the US for any employer

## Work Experience

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### **Licensed Real Estate Agent**

Realty Mark of Florida-Fort Lauderdale, FL

December 2024 to Present

Licensed Florida Real Estate Sales Agent and Realtor handled residential and commercial sales and rentals in South Florida from Miami to Port St. Lucie, Florida

### **Auctioneer**

Auctions With Heart, LLC-Delray Beach, FL

September 2018 to Present

Lori is a licensed Florida Auctioneer and Licensed Florida Auction Company Owner located in South Florida. Lori is often hired for special live and online auctions including charity events and nonprofit fundraisers. Lori learned ballroom dancing and is often seen dancing with the donors. Lori is the founder of the Auction Gift Card and Auction for Arts.

### **Managing Director**

Strategic Media Influence, LLC-Delray Beach, FL

September 2016 to Present

Social Media Strategy, Content Creation, Training and Development, Media and Public Relations, Sales & Marketing and Operational Audits and Evaluations, Public Speaking, lunch and learn speaker, copywriting, event and conference emcee and Presenter. <https://www.LoriWilk.com> provides a great introduction to Lori's brainstorming sessions, presentation skills, on-air talent, media personality and seminars.

### **Auditor and Evaluator**

Independent Contractor/Consultant-Florida and Nevada

September 2009 to Present

Previous Private Investigative License Board work card for Nevada. Lori has contributed to the auditing, evaluating and consulting to businesses from Nevada to Florida in industries including, hospitality, automotive, retail, travel and real estate.

## **Timeshare Sales Speaker and Sales Closer**

Worldmark by Wyndham Resort, Fairfield Resorts, Hilton GrandVac-Las Vegas, NV  
March 2003 to March 2009

Responsible for timeshare industry sales presentations, sales , closing sales and team leadership.

Worked for Fairfield Resorts, Hilton Grand Vacations, Worldmark by Wyndham, Wyndham Vacation Ownership..

Exceeded sales revenue expectations in Las Vegas.

Recognized at the most outstanding Contributor in the Vegas resort.

## **Speaker/Trainer/Business Consultant**

Speak Up, Inc.-Saint Cloud, FL  
September 1999 to March 2003

Global Speaker, trainer, consultant conducted seminars, on-site corporate training and business consulting in 35 US states, the Caribbean, and UK. Motivational, Inspirational, Educational presentations and sales to individual adult learners, corporations, government agencies and small businesses.

## **Disney Performer/GlobalTrainer/SpecialEventsCoordinator**

Walt Disney Company-Lake Buena Vista, FL  
September 1995 to July 2001

Extensive Theme Park Hospitality Experience: Disney's Special Events Performer and Event Coordinator , Opening Cast Member Disney's Animal Kingdom, Graduate Disney's Crossroads to Leadership, Certified Global Trainer, Disney Entertainment Animated Performer , Walt Disney Travel Company, and Disney Central Reservations

## Education

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### **Communications (Bachelors)**

Florida International University-Miami, FL

### **Leadership (Crossroads to Leadership)**

Disney University-Lake Buena Vista, FL

### **Real Estate (Master's degree)**

Nova Southeastern University-Davie, FL

## Skills

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- Content Creation
- Loss prevention
- Marketing
- Copywriting
- Blogging
- Public Relations
- Sales
- Digital Marketing
- Contract negotiation
- Negotiation

- Fundraising
- Business Consulting
- Social Media Management
- Training & development
- Communication skills
- Event Planning
- Public speaking
- Customer service
- Search Engine Optimization (SEO)
- Presentation Skills
- Video Production

## Languages

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- Spanish - Intermediate

## Links

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<https://www.Linkedin.com/in/loriwilk>

## Certifications and Licenses

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**Real estate salesperson license**

**Certified Global Trainer Walt Disney World**

**Florida licensed Auctioneer**