

Jeff Oberling A.A.R.E., B.A.S., C.A.I.
AUCTIONEER/MANAGING BROKER
5382 E. 81ST STREET APT 918
TULSA, OK. 74137
217-242-3388
cornerstoneauction@adams.net

OVERVIEW

I HAVE BEEN SELF EMPLOYED FOR **44 YEARS** AND CURRENTLY OWN AND OPERATE WITH MY WIFE MELISSA A REAL ESTATE BROKERAGE AND AUCTION COMPANY, CORNERSTONE AUCTION & REALTY, INC.

www.cornerstoneauctionco.com

WE ARE CELEBRATING OUR 40TH YEAR IN THE AUCTION INDUSTRY. I HAVE BEEN AN ILLINOIS LICENSED AUCTIONEER SINCE 2000, AN ILLINOIS LICENSED REAL ESTATE BROKER SINCE 2004, AND AN ILLINOIS LICENSED MANAGING REAL ESTATE BROKER SINCE 2013. WITH EXPERIENCE AND CONTINUING EDUCATION WE HAVE BECOME THE AREA'S ONLY SOLUTION TO SELLING ESTATES AND REAL ESTATE. WITH MY LEADERSHIP CORNERSTONE AUCTION & REALTY, INC. HAS INCREASED ITS SALES BY NEARLY 15% YEARLY SINCE 2013.

PROFESSIONAL DESIGNATIONS AND EDUCATION:

1977 GRADUATE OF SEYMOUR HIGH SCHOOL, PAYSON, IL. 1979 GRADUATE WITH ASSOCIATES OF ARTS DEGREE IN COMMUNICATION RADIO AND T.V., JOHN WOOD COMMUNITY COLLEGE.

1996 GRADUATE OF THE MISSOURI AUCTION SCHOOL, 1996 GRADUATE OF CERTIFIED APPRAISERS GUILD OF AMERICA, CERTIFIED AUCTIONEERS INSTITUTE GRADUATE 2008, ACCREDITED AUCTIONEER OF REAL ESTATE GRADUATE 2010, BENEFIT AUCTION SPECIALIST GRADUATE 2017. MAINTAINING 12-24 HOURS OF CONTINUING EDUCATION PER YEAR.

PROFESSIONAL MEMBERSHIP:

NATIONAL ASSOCIATION OF REALTORS, NATIONAL AUCTIONEERS ASSOCIATION, ILLINOIS ASSOCIATION OF REALTORS, ILLINOIS STATE AUCTIONEERS ASSOCIATION. GOVERNMENT RELATIONS COMMITTEE FOR ILLINOIS STATE AUCTIONEERS 5 YEARS. QUINCY CHAMBER OF COMMERCE, FELLOWSHIP OF CHRISTIAN AUCTIONEERS. QUINCY ASSOCIATION OF REALTORS, MEMBER OF BETHEL ASSEMBLY OF GOD CHURCH 25 YEARS.

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MARRIED 40 YEARS, 2 SONS, 1 GRANDDAUGHTER CHRISTIAN FAITH.

WORK HISTORY:

1975-1979: ORGANIZED BALING CREWS FOR LOCAL FARMERS MAKING SURE EVERYONE WAS ONETIME AND IN THE RIGHT PLACE TO WORK WHICH ADDED VALUE TO OUR SERVICES.

1978-1982: PART TIME LABORER AND ORDER BUYER FOR FAMILY OWNED BUSINESS SCHUYLER LIVESTOCK SALES, INC. RUSHVILLE, IL. I HELPED THE FAMILY BUSINESS BY PROVIDING MANAGERIAL EXPERIENCE, LOGISTICS, AND HELPED STABILIZE OUR LABORFORCE.

1982-1985: TELEVISION CAMERAMAN AND PRODUCTION ASSISTANT FOR TELE-PRODUCTIONS UNLIMITED TULSA, OK. I WAS RESPONSIBLE FOR SETUP, CONTINUITY, AND COMMUNICATION BETWEEN CAMERAMAN, PRODUCTION ASSISTANTS, AND SETUP CREW

1985-1990: ADAMS COUNTY LIVESTOCK BUYERS, SCHUYLER LIVESTOCK SALES. HEAD OF MAINTENANCE, HIRING, ADVERTISING, PROCUREMENT, CLERKING, CASHIER, RING MAN, EQUIPMENT PURCHASE, CLIENT MANAGEMENT. I HELPED IN ORGANIZING A COMPUTERIZED SYSTEM FOR ACCOUNTING AND SALES THAT HELP TO VAULT OUR COMPANIES TO THE TOP IN THE REGIONAL INDUSTRY.

1990-2008: PURCHASE OF FAMILY BUSINESSES, ADAMS COUNTY LIVESTOCK AND SCHUYLER LIVESTOCK SALES, INC. WITH PARTNER AND BROTHER JAIME OBERLING. I WAS PRESIDENT, OF THE CORPORATION. IN CHARGE OF HIRING, FIRING, PROCUREMENT, ADVERTISING (INCLUDING RADIO/T.V SPOTS), EQUIPMENT PURCHASE AND REPAIR, VENDORS, BUYER/SELLER RELATIONS, INSURANCE, ACCOUNTING, LIAISON TO FEDERAL

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AND STATE AGENCIES, RING MAN, SUPPLY PURCHASES, INVENTORY, SHIPPING, SALE DAY OPERATIONS, EMPLOYEE MANAGEMENT, COMPUTER CLERKING AND ACCOUNTING, AND AUCTIONEERING. YEARLY SALES OF \$12 MILLION TO \$27 MILLION OF MOSTLY LIVESTOCK. I WAS RESPONSIBLE FOR EXPANSION OF FACILITIES, UPGRADE OF CURRENT COMPUTERS AND RECORDING EQUIPMENT, AND UPGRADES TO ACCOUNTING, WORKMAN'S COMP., AND EMPLOYEE HIRING WHICH SAVED THE COMPANIES A LARGE AMOUNT OF MONEY. WE BECAME THE #1 LIVESTOCK SALE IN OUR AREA OF CENTRAL ILLINOIS.

1996-PRESENT: PRESIDENT AND OWNER WITH MY WIFE MELISSA OF CORNERSTONE AUCTION CO. RESPONSIBLE FOR EVERY ASPECT OF THE AUCTION BUSINESS SELLING EVERYTHING FROM LIVESTOCK, REAL ESTATE, FARM SALES, LAND, COMMERCIAL, ESTATES, VEHICLES, ANTIQUES, COLLECTIBLES, BUSINESS LIQUIDATIONS, BENEFIT AUCTIONS, PERSONAL PROPERTY APPRAISALS FOR DIVORCES AND ESTATES, AND BROKERS PRICE OPINIONS FOR FINANCIAL LENDERS. MADE THE DECISION TO UPGRADE OUR COMPANY TO A CORPORATION AND GIVE IT THE ABILITY TO SELL REAL ESTATE INCREASING OUR INCOMING BY 40%.

2013-PRESENT: CORNERSTONE AUCTION & REALTY, INC. WAS FORMED AS AN ILLINOIS LICENSED REAL ESTATE BROKERAGE AND AUCTION COMPANY CONTINUING THE PREVIOUS WORK OF CORNERSTONE AUCTION CO. WE DEVELOPED AN APP FOR OUR COMPANY GIVING US THE ABILITY TO HOST ONLINE AUCTIONS OR SELL REAL ESTATE WITH OUR OWN BRAND. SALES HAVE INCREASED YEAR TO DATE EVERY YEAR.

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OBJECTIVES:

MY OBJECTIVES ARE:

1. SPEND QUALITY TIME WITH GOD AND MY FAMILY AND USE MY GOD GIVEN TALENTS TO GLORIFY JESUS AS LONG AS I AM ABLE.
2. HELP OTHER BUSINESSES TO THRIVE WITH MY EXPERIENCE.
3. BE PART OF SOMETHING BIGGER THAN MYSELF.
4. MAKE A DIFFERENCE IN THE WORLD AROUND ME.

REFERENCES:

JEFF ELZEA TULSA, OK. LONGTIME CAR SALESMAN, FORMER USED CAR MANAGER OF RIVERSIDE CHEVROLET TULSA, OK., CAR DEALER, WHOLESALER, AND BROTHER IN LAW. 918-230-7788

KATE DOUGHTERY TAYLOR, MO. : DIRECTOR OF DOWN COUNTRY AN ORGANIZATION TO PROVIDE AND OVERVIEW OF DISABILITY AWARENESS IN MISSOURI, ILLINOIS, AND IOWA. 217-617-3568

www.upatdowncountry.com

CHRISTOPHER SCHOLZ ATTORNEY QUINCY, IL.

PARTNER AT SCHOLZ, PALMER, LOOS, SIEBERS, & DUESTERHAUS LLP 217-223-3444

DON FRESE MANAGING BROKER, REALTOR, AND OWNER OF DAVIS AND FRESE REALTORS QUINCY, IL. 217-223-9700

WILLIAM SIEBERS ATTORNEY QUINCY, IL.

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BARRET BRAY AUCTIONEER AND OWNER OF BRAY AUCTIONS.
EDMOND, OK. 405-408-2504

RICHARD SEDERWALL RETIRED MANAGER OF GEM CITY ELECTRIC,
CHURCH ELDER. 217-430-6894

TOM ARNSMAN SR. V.P. OF LENDING MERCANTILE BANK QUINCY, IL.
217-223-7300