

LEFRANCIS ARNOLD

FOR C.A.R. PRESIDENT-ELECT 2011



LEFRANCIS ARNOLD

For LeFrancis Arnold, Real Estate is his life and heritage!

LeFrancis is a second-generation REALTOR®. He learned old-fashioned values and a strong work ethic from his REALTOR® mother, Evelyn Arnold. LeFrancis is married to Sheryl and they have two handsome sons, Jason and LeFrancis II, and two grand-children.

LeFrancis started early in leadership, first on the Student Council at Compton High School and later at the University of Oregon where he won the prestigious Koyl Cup Award as Oregon's "Most Outstanding Junior Male." He was also Captain of their football team!

After spending two years with the Denver Broncos, LeFrancis joined his mother Evelyn in the family real estate business. Within a year, he became the Broker and President of a new corporation, Century 21 Arrow Realty, Inc.

In 35 years, LeFrancis and Evelyn have built a strong real estate business in the heart of the central cities of Southeast Los Angeles and have served their communities with pride and dignity! Their companies include Century 21 Excellence, All Communities Escrow Services, Inc., L.E.D. Financial Services, Inc., and Hub City Construction & Development Co., Inc.

Since the start of his professional Real Estate career, LeFrancis has provided real estate services to many, including many underserved communities and emerging markets.

Dedicated to his community, LeFrancis served as Chairman of the Lynwood Economic Development Committee, is currently Executive Director of Southeast LA County Community Development Corp. (SELAC), and Immediate Past President of the LA County Board of REALTORS® (LACBOR).

LeFrancis has a most impressive and extensive record of service and leadership to our profession and our members — all with Heart & Soul! His dedication is extraordinary! Read on ...



LeFrancis with his mom, REALTOR® Evelyn

Licenses

Real Estate Agent (1975 - 1977)
Real Estate Broker (1977 - Present)
General Contractor (1979 - Present)
NASDAQ Broker/Dealer (1982 - 1992)
Life & Disability/Fire & Casualty
(1982 - 1992)

Owner

Two Real Estate Companies
General Construction Company
Construction Dev. Company
Corporate Escrow Company
Mortgage Origination Company

Legislative

Key Contact for 17 years
Current Key Contacts:
Senator Rod Wright
Assemblyman Isodore Hall
Federal Political Coordinator:
Congresswoman
Maxine Waters, 17 years

Contributions

CAR Golden®
N.A.R. President's Circle
CREPAC Champion
99 Club
Political Survival/RAF
Housing Affordability Fund
HAF, Founder's Circle
REALTOR® Action Fund



Region 22 Directors

LeFrancis Arnold

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LEADERSHIP · VISION · INTEGRITY

PERSONAL HIGHLIGHTS

1970

Student Council, High School
All League Football Player
Most Outstanding Lineman
Full Athletic Scholarship,
University of Oregon

1971

Starting Offensive Lineman,
University of Oregon

1973

Koyl Cup Award, "Most Outstanding
All Around Junior Male"
Student Council Member
President, BSU

1974

B.S., Finance / Business Economics
(Degree was earned in 3 1/2 years)
National Football League,
Denver Broncos/Offensive Guard

1975

National Football League,
Denver Broncos/Offensive Lineman
Licensed Real Estate Agent

1976

National Football League,
Dallas Cowboys, Thousand Oaks
(Pre-Season Training Camp)

1977

Licensed Real Estate Broker

1979

REALTOR® of the Year Award
Licensed General Contractor
Opened Construction Company

1980

Opened Century 21 Arrow Franchise

1981

Licensed Life & Disability Insurance
Licensed Fire & Casualty Insurance

1982

Licensed NASDAQ Broker/Dealer

1984 - 1988

Top Century 21 Insurance Regional Sales
Production

1988

Opened Mortgage Origination Company

1988 - 1992

Century 21 Regional Board of Directors

1995 - 1996

Fannie Mae Housing Advisory Committee

1996

Co-Founder, Multi-Cultural RE Alliance
for Urban Change, 501(c)(3)

1997

Co-Founder, Southeast Los Angeles
County (SELAC CDC), 501(c)(3)

1998

Co-Chairman, Lynwood Economic
Development Committee

1998

Co-Chairman, Lynwood Economic
Development Committee

1999

President-Elect, RSAOR

2000

President, RSAOR

2001

Executive Committee, C.A.R.

2002

CREPAC Trustee Appointee, C.A.R.

2005

Outstanding Service Award, RSAOR

2006

Treasurer, LA County Board of REAL-
TORS® (LACBOR), 501(c)(3)

2007

Testified on behalf of C.A.R. before
Congress on Foreclosure Prevention
President-Elect, LACBOR

2008

REALTOR® of the Year
President, LACBOR
Certified Home Buyer Counselor

2009 - 2010

Board of Directors:
LACBOR, 501(c)(3)
SELAC CDC, 501(c)(3)
Multi-Cultural RE Alliance, 501(c)(3)



Evelyn Arnold, Rep. Emanuel Cleaver, DNC Chair Howard Dean, & LeFrancis Arnold

Together...We Can!

I want to serve as your President-Elect in 2011 and implement my 35 years of leadership experience on the local, state and national levels to help solve the many critical issues facing our industry and help seize opportunities for our members! **Team Work is my specialty!** What is **really** important is what I want to accomplish for our profession and our members. That is why I have developed, with a lot of input from our members, the following six goals:

- Ensure a continued and strong flow of capital into the real estate financial markets.
- Support and enhance the relationship between REALTORS® and consumers.
- Maintain C.A.R. as the *Voice of Real Estate* and as the most reliable and comprehensive source of real estate information.
- Improve the competency & professionalism of REALTORS®.
- Promote and support public policies that advance the real estate industry, private property rights, sustainable property ownership, and housing opportunities.
- Work to improve the transaction process.

Working together makes every challenge easier to tackle and solve. That is why I want to serve as President-Elect in 2011 because by **working together – we can do anything!**

— LeFrancis Arnold

TOGETHER ... WE CAN!

LEADERSHIP WITH HEART & SOUL

California Association of REALTORS®:

- 2010** Chairman Housing Committee, Strategic Planning & Finance member at-large, FPC Congresswoman Maxine Waters, CAR Director
- 2009** Committee Liaison: Strategic Planning & Finance, Housing Opportunity, Housing Affordability Fund, Intl. Real Estate, Membership, REALTORS® Commercial Alliance Commercial Investment, Federal Issues Cmte., FPC Congresswoman Maxine Waters, CAR Director, Attended Barack Obama's Presidential Inauguration
- 2008** Chair Housing Opportunity, Strategic Planning and Finance (RL), Legislative Cmte., Federal Issues Cmte., FPC Congresswoman Maxine Waters, CAR Director, NAR Directors Forum
- 2007** Vice Chair Housing Opportunity, CREPAC Trustee, CAR Director, Federal Issues Cmte. member, FPC Congresswoman Maxine Waters, Housing Affordability Fund, NAR Directors Forum
- 2006** CREPAC Trustee, CAR Director SD, Federal Issues Cmte. member, FPC Congresswoman Maxine Waters, Housing Opportunity, Housing Affordability Fund (RL), Legislative Cmte.
- 2005** CREPAC Trustee, Federal Issues Cmte., FPC Congresswoman Maxine Waters, RE Finance Cmte., RE Gov. Mortgage Sub-Cmte., CAR Director
- 2004** CREPAC Trustee, CAR Director, Strategic Planning and Finance, RE Finance, Housing Opportunity Task Force, Federal Issues, FPC Congresswoman Maxine Waters
- 2003** CREPAC Trustee, CAR Director, Equal Opportunity Cultural Diversity, Housing Opportunity Task Force, Federal Issues, FPC Congresswoman Maxine Waters, Nominating Cmte. NAR Selection Sub-Cmte., Nominating Regional Rep., Common Interest Development
- 2002** CAR Director, Federal Issues, FPC Congresswoman Maxine Waters, Nominating Cmte. (alt.), Regional Chair
- 2001** Assistant Regional Chair, CAR Director, Executive Cmte., Federal Issues, FPC Congresswoman Maxine Waters, Federal Housing Policy, RE Finance Gov. Mortgage Sub-Cmte. (NR)

- 2000** CAR Director, Federal Issues, FPC Congresswoman Maxine Waters, RE Finance, RE Finance Gov. Mortgage Sub-Cmte., Affordable Housing (RR), Assoc. President Leadership Forum
- 1999** CAR Director, Equal Opportunity Cultural Diversity, Federal Issues, FPC Congresswoman Maxine Waters, RE Finance, RE Finance Gov. Mortgage Sub-Cmte., Legislative Liaisons
- 1998** CAR Director, Federal Issues, FPC Congresswoman Maxine Waters, RE Finance, RE Finance Gov. Mortgage Sub-Cmte.
- 1996** RE Finance, RE Finance Gov. Mortgage Sub-Cmte.
- 1995** CAR Director, RE Finance Gov. Mortgage Pgm., RE Finance
- 1994** CAR Director, RE Finance, Chair RE Finance Gov. Mortgage Sub-Cmte., Federal Issues, FPC Congresswoman Maxine Waters
- 1985 - 1993** Attended CAR Director's Meetings, Equal Opportunity Cmte., RE Finance Gov. Mortgage Pgm., RE Finance
- 1977 - 1984** Attended CAR Director's Meetings, CAR Cmte. meetings, Equal Opportunity Cmte.

National Association of REALTORS®:

- 2009 - 2010** Federal Housing Policy Cmte.
- 2007 - 2008** Board of Directors and Federal Housing Policy Cmte.
- 2006** Conventional Finance and Lending Cmte.
- 2003** Federal Housing Policy Cmte.
- 1995 - 1996** NAR Representative FNMA Housing Impact Advisory Cmte.
- 1994 - Present** FPC Congresswoman Maxine Waters
- 1977 - 1992** Attended Equal Opportunity Cmte., NAR Conventions

Rancho Southeast AOR®:

- 2008** REALTOR® of the Year, Budget and Finance Cmte., Nominating Cmte., Political Affairs Cmte., Housing Task Force, NAR Director Large Board
- 2007** Board of Directors, NAR Director Large Board, Budget and Finance Cmte., Nominating Cmte., Political Affairs Cmte., Housing Task Force

- 2006** Board of Directors, Budget and Finance Cmte., Local Gov. Relations Cmte., Political Affairs Cmte., Housing Task Force
- 2005** Board of Directors, Budget and Finance Cmte., Local Gov. Relations Cmte., Political Affairs Cmte., Housing Task Force
- 2004** Board of Directors, Treasurer, Local Gov. Relations Cmte., Political Affairs Cmte., Housing Task Force
- 2003** Board of Directors, Chair Local Gov. Relations Cmte., Political Affairs Cmte., Housing Task Force
- 2002** Local Gov. Relations Cmte., Political Affairs Cmte., Housing Task Force
- 2001** Past President, Budget and Finance Cmte., Local Gov. Relations Cmte., Political Affairs Cmte., Housing Task Force
- 2000** President, Chairman Exec. Cmte.
- 1999** President-Elect, Budget and Finance Cmte., Local Gov. Relations Cmte., Political Affairs Cmte., Housing Task Force
- 1998** Vice President, Budget and Finance Cmte., Local Gov. Relations Cmte., Political Affairs Cmte., Housing Task Force
- 1997 - 1994** Board of Directors, Local Gov. Relations Cmte., Political Affairs Cmte., Housing Task Force
- 1993 - 1992** Local Gov. Relations Cmte., Political Affairs Cmte.
- 1985 - 1992** Served and chaired numerous committees (Local Gov. Relations Cmte., Political Affairs Cmte., Membership Cmte.)
- 1985** Joined Rancho Los Cerritos AOR
- 1980 - 1985** Cmte. Chairs/member Local Gov. Relations Cmte., Political Affairs Cmte., Membership Cmte.
- 1979** REALTOR® of the Year, Chair Local Gov. Relations Cmte.
- 1977** Chair Local Gov. Relations Cmte., Membership Cmte.
- 1978** Chair Local Gov. Relations Cmte., Membership Cmte.
- 1976** Inducted, Compton-Lynwood BOR

Women's Council of REALTORS®:

- 2003 - Present** Member and active supporter

www.LeFrancis2011.com

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