

**TERRY L. ELLIOTT**  
COMPLIANCE/TRAINING DIRECTOR

**SUMMARY**

---

Terry Elliott has over 35 years of property management experience with extensive training in corporate management. Additionally, Mr. Elliott has significant technical expertise and training experience with HUD, RHS, Housing Credits and other regulatory programs.

**PROFESSIONAL BACKGROUND**

---

**ACCREDITATIONS**

- National Assisted Housing Professional - Executive (NAHP-e)
- Tax Credit Specialist (TCS)
- Certified Property Manager (CPM)
- Housing Credit Certified Professional (HCCP)
- Certified in Housing Credits (CHC)
- Certified Occupancy Specialist (COS)
- Site Based Budgeting Specialist (SBS)
- Accredited Residential Manager (ARM) Coordinator
- Certified Trainer - Tax Credit Specialist (TCS)
- Certified Trainer - Certified Occupancy Specialist (COS)

**PROFESSIONAL MEMBERSHIPS AND RECOGNITION**

- National Apartment Association (NAA)
- Institute of Real Estate Management (IREM)
- National Association of Realtors (NAR)

**EDUCATION**

**IREM - INSTITUTE OF REAL ESTATE MANAGEMENT**

- IREM 701 - Managing the Management Office
- IREM 702 - Advanced Management Practices and Techniques

**RELATED EXPERIENCE**

---

**AMERICAN APARTMENT MANAGEMENT COMPANY, INC. (AAMCI)**

COMPLIANCE/TRAINING DIRECTOR • SEPTEMBER 2010 - PRESENT

Responsible for creating all compliance forms and policies for the corporation. Supervises all compliance and training staff.

DIRECTOR OF OPERATIONS • JULY 2008 - SEPTEMBER 2010

Responsible for day-to-day operations of portfolio of 35 affordable properties in 9 states.

**LAWLER WOOD, LLC**

REGIONAL MANAGER • SEPTEMBER 2003 - JULY 2008

Responsible for a portfolio of thirteen family and elderly properties in IL, KY, TN & AL.

**APARTMENT INVESTMENT & MANAGEMENT COMPANY (AIMCO)**

SENIOR REGULATORY MANAGER • JANUARY 1998 - SEPTEMBER 2003

Monitored changes in applicable industry regulations, laws, and rules. Wrote policies and procedures to ensure compliance with regulations. Provided guidelines and educational tools for management personnel.

**INSIGNIA RESIDENTIAL GROUP, LP. (FORMERLY SHELTER MANAGEMENT GROUP, L.P.)**

REGIONAL VICE-PRESIDENT • 1997 - 1998

Assumed asset manager responsibilities for a portfolio of 68 properties which had been placed in receivership. Instituting necessary changes and significantly improving the portfolio's performance.

REGIONAL VICE-PRESIDENT • MARCH 1993 - DECEMBER 1997

Supervised 7 District Managers, managing a portfolio of 76 - 100 affordable properties in four states.

REGIONAL MANAGER • MAY 1988 - FEBRUARY 1993

Supervised the property managers of 17 affordable and conventional properties.

**SHELTER MANAGEMENT GROUP, L.P.**

PROPERTY MANAGER • JANUARY 1985 - APRIL 1988

Increased occupancy to 92% in 82% market during bad economy. Completed major renovation of 96 apartments on budget and in specified time.

**ELLIOTT ENTERPRISES**

RENTAL REAL ESTATE OWNER • AUGUST 1975 - DECEMBER 1984

Owned, managed and maintained 35 rental properties.