



Desirée Patno

is a proven leader, innovator, trainer, systems leader, advocate and pioneer in the housing ecosystem.

Awards

- Named the **highest-ranking woman** & 4th overall Top Real Estate Influencer to Follow by Entrepreneur.com in 2017
- 2017 Connected Women of Influence Women's Advocate of the Year Award
- 2017 Walker's Legacy Power25 Award
- 2016 HousingWire Women of Influence Award
- 2016 Small Business Administration's (SBA) Women in Business Champion of the Year
- 2012 Enterprising Women of the Year Award
- 2012 HousingWire Women of Influence award for the first time
- NAWRB Magazine, APEX Award Winner for Publication Excellence in 2015, 2016 & 2017

Special Speaking Engagements & Involvement

- 2017 International Conference on Gender and Sustainability (ICOGAS) on the margins of the 72nd United Nations Assembly
- 2017 mPowering You: MBA's Summit on Women in Real Estate Finance & 2016 MBA's Diversity and Inclusion
- 2017 NAR& CAR Conference and Expo
- 2017 AREAA National Convention
- 2017 California Association of Realtors WomanUP! Conference
- 2017 CIFS Financial Services Expo
- Women Impacting Public Policy (WIPP) Leadership Advisory Council
- Enterprising Women Advisory Board
- Contributor to RISMedia's Real Estate Magazine, National Mortgage Professional Magazine, Inman and various industry publications

Education

- Moorpark College, AS - Accounting and Computer Science
- Arizona State and Alaska State Undergraduate courses in Finance, Technology and Science

Licenses

BRE #01089824 Real Estate License (1990), Broker's License(2007), CA and NC Green & SFR Certified

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Professional Experience

2009 – Present,
CEO & President



Women in the Housing & Real Estate Businesses (NAWRB), Certified Women-Owned Small Business

NAWRB is a leading voice for women in the housing ecosystem. With the assistance of our Women's Diversity and Inclusion Leadership Council (NDILC), NAWRB advocates for women's gender equality, raises the utilization of women-owned businesses and provides women the tools and opportunities for economic expansion and growth. By helping increase women's homeownership, we are leveraging the entrepreneurial strength of women and bringing the accountability of women's poverty.



Since 2010, NAWRB has raised awareness of diverse opportunities, supporting the Office(s) of Minority and Women Inclusion (OMWI) which is tasked with the development and implementation of workforce and supplier diversity standards for the multi-trillion dollar housing sector. With our international publication NAWRB Magazine—APEX Award for Publication Excellence Winner for three consecutive years (2015, 2016, 2017)—we are a resource contributing to the success of women-owned and small businesses, thereby helping drive the betterment of our industry and enabling the empowerment of future generations of entrepreneurs. NAWRB is one of only 11 organizations listed as a Women's Entrepreneurship Partner for the Small Business Administration (SBA).

2015 – Present,
Chairwoman



NAWRB Diversity & Inclusion Leadership Council (NDILC)

Chairwoman of NAWRB's Diversity & Inclusion Leadership Council (NDILC), dedicated to raising the number of C-suite women, growing women's employment at all levels and increasing diverse spend in the housing ecosystem. From the development of strategic plans to industry-wide mentorship and sponsorship programs for women moving up the ranks, NDILC leads the origination of effective mechanisms situating women for future success.

1997 – Present,
CEO & President



DesiréePatno Enterprises, Inc. Certified Women-Owned Small Business

Desirée Patno Enterprises, Inc. (DPE) is a real estate brokerage and business specializing in the housing ecosystem. DPE offers a complete range of real estate services with specialties including REO disposition, short sales, relocation, luxury and property management. DPE has grown into a sizable organization to accommodate the expansion of new clients and industry demands, handling over 5,000 transactions in its REO division alone. We use a proprietary property information management system, CityServ, and place an emphasis on paperless, streamlined systems in our day-to-day operations.

1991 – 2017
Realtor/Broker &
Corporate Trainer



Coldwell Banker

Accountable for relocation services, helping Fortune 100 employees and their families find new homes in communities across the nation. Supplied complete asset management services, providing "cradle to grave" training and services for Coldwell Banker employees and REO properties. Trained hundreds of agents and broker/owners on the ins and outs of REOs, from title services to renovation procedures, including coaching on best practices when interacting with the affected mortgagees.

1979 – 1991
Program Manager/
Sr. Data Systems
Analyst/Executive
Technology Coach

XonTech, Inc.

Designed, developed and implemented accounting systems and scientific projects for DOD tracking and HR billables. Responsible for the Executive Technology and Systems Coaching. Tasked with the development and management of programs to streamline and update operations. Interpreted data and implemented data analysis in strategies to optimize system quality and competence. In addition, provided database maintenance and compiled relevant data from primary and secondary sources.