

Lisa Dean Ginsberg

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Professional Summary:

Experienced negotiator with a proven ability to resolve complex transactions efficiently and fairly. Skilled in analyzing data, negotiating contracts, and ensuring compliance with industry regulations. Committed to achieving favorable outcomes for clients while maintaining strong relationships with all parties involved. Strong workflow organization and attention to detail.

Professional Skills:

Expert in negotiation and conflict resolution	Project management and case coordination
Short sale, lien and foreclosure release experience	Database entry and maintenance
Financial and cost analysis	Team management and training
Analytical thinking and risk assessment	Client advocacy and focus

Work History:

Misa Stefen Koller Ward, LLP – Hearing Representative

Westminster, December 2024 – Present

- Review claims files and provide thorough analysis of lien issues.
- Analyze and implement liens strategy and resolution plans at file level; direct cases toward resolution; thoroughly document all activities in file.
- Research case law, statutes and regulations on a variety of topics including lien resolution.
- Transform data researched into practical solutions.
- Ensure efficient and cost-effective resolution of liens

The Sher Group – Real Estate Agent

Los Angeles Office, June 2010 - Present

- Expertise in negotiating multiple offers, counteroffers, and closing terms throughout the escrow process.
- Developed and executed marketing strategies, provided market comparisons, and produced detailed presentations.
- Analyzed real estate market trends, investment opportunities, and property valuations.
- Built long-term relationships with clients through trust, transparency, and consistent follow-up.
- Command of CAR legal forms, ensuring compliance and accuracy.

Property Manager

Long Beach, 2015 - Present

- Managed day-to-day operations, ensuring compliance with local real estate laws and regulations.
- Coordinated property maintenance and repairs, addressing tenant concerns in a timely manner.
- Managed financial aspects, including rent collection, budgeting, and financial reporting.

Coldwell Banker – Real Estate Agent/Short Sale Case Specialist

March 2008 – June 2010

- Specialized in negotiating with lenders to facilitate short sales, ensuring foreclosure avoidance.
- Negotiated junior loans to secure favorable terms for clients.
- Analyzed finances and property values to determine eligibility, tax implications, credit, and judgments.
- Collaborated with legal and financial professionals to ensure compliance and streamlined processes.

Coldwell Banker – Real Estate Agent, Team Leader

Studio City Office, September 2004 – June 2010

Beverly Hills Office, June 2003 – September 2004

- Recruited by top producer to partner and lead newly formed team.
- Developed and implemented effective marketing campaigns.
- Researched and utilized cutting edge marketing strategies and technology to exceed client expectations.
- Built and maintained an active network of clients, referrals, and industry contacts.
- Nominated by the Los Angeles Business Journal for Green Agent Award for sustainability.

Realty Rescue – Founder/Partner

February 2006 – June 2009

- Established and grew this successful small business from inception to a sustainable operation, specializing in preparing, delivering, and storing open house and sale signage.
- Managed all aspects of company formation and growth including branding and marketing, client relations, operations, employee recruitment and management, and eventual ownership transition. Company is still operating today.

Sharity – Founder/Partner

June 2012 – March 2017

- Developed the mission, vision, and core values of this 501(c)(3) nonprofit to allow celebrities to donate personal items to be auctioned to the charity of their choice.
- Managed day to day operations, coordinated with publicists and celebrities, recruited and trained staff, and organized events and campaigns.
- Led initiatives, raising tens of thousands for celebrities such as Will Ferrell, Maya Rudolph, Joe Jonas, and Kanye West.