



## Tisa J. D. Clark, REALTOR, LEED GA, PMP, AMP

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Tisa J.D. Clark is the President & CEO of J.D. Clark Professional Services, L.L.C., J.D. Clark Consulting and J.D. Clark Real Estate (JD Clark). Ms. Clark is Board Chair Emeritus of the Prince George's County Chamber of Commerce.

Established in 2008, located in both Upper Marlboro and Baltimore, MD, JD Clark is currently a participant in Clark Construction's Strategic Partnership Program (SPP), a graduate of the Goldman Sachs 10,000 Small Businesses Program in Baltimore, MD and a graduate from the Small Business Administration's Emerging Leaders Program 2016. Ms. Clark is currently pursuing the credential of Certified Professional Coach from and the Professional Certified Coach from the International Coaching Federation (ICF).

JD Clark serves Maryland and the District of Columbia. Her processes focus on responsiveness to client needs and reliability of services provided. JD Clark's dedication to exceptional service has resulted in repeat client business, strong rapport with the communities in which we operate, and favorable referrals for work completed.

Ms. Clark is a native Washingtonian. For over thirty (30) years, Ms. Clark has built a solid reputation to "fix what is broken." Ms. Clark is committed to providing quality services. She believes that a reputation as an honest and reliable business is the recipe for success. While others seek to profit by cutting corners, or recommending unnecessary services to customers, Ms. Clark believes that a good reputation and consistent service will reap bigger profits in the long run. By being trustworthy, Ms. Clark believes that she will enjoy a long-term profitable business.

Ms. Clark has been solving and resolving client's Business Engineering problems. She is adept in taking programs and products from conception through delivery while cycling for reengineering. She is a visionary with strategic analytical skills, who is practical, articulate, and creative. She has proven ability to solve difficult business problems and has a history of consistently obtaining high performance in others through leadership and cohesive team building. Ms. Clark has been providing executive coaching, mentoring and training for over twenty (25) years.

In celebrating over thirteen (13) years, in a male dominate industry, the JD Clark brand is currently one of Prince George's County's fastest growing small businesses in the Construction, Consulting and Real Estate services industry. In April 2020, Ms. Clark addressed the Nation from the POTUS podium on Small Business affairs. In October 2019, Ms. Clark received the Top 100 MBE® Award and the U.S. Commerce 2019 Minority Business Development Agency Business Center Award from Capital Region Minority Supplier Development Council (CRMSDC). In October 2018, JD Clark received the Small Business of the Year award by the Prince George's Chamber of Commerce. In July 2018, Ms. Clark received a Proclamation from the Prince George's County Council. In March of 2018, Ms. Clark was honored with a State of Maryland Governor's Citation and by the Washington Business Journal as one the 2018 Minority Business Leaders of the Year. In 2017, Ms. Clark was awarded the SmartCEO Magazine's Brava Award for leadership and excellence. In 2013, Tisa Clark, was featured in the Journal of Property Management where she was recognized as one of the top Women Changing the World of Real Estate and Management. JD Clark won the 2012 Emerging Business of the Year

Award by Prince George's County Chamber of Commerce and the ranked 37th out of 53 in the 5th annual P&B 53 Exceptional Awards by The Gazette.

Ms. Clark holds various degrees, licenses and certifications, a few to mention are a Bachelor's of Science degree in Management; a Project Management Professional Certification (PMP) with the Project Management Institute; Contractor/Salesman License with the Maryland Home Improvement Commission and a Real Estate Salesperson License of the State of Maryland, Department of Labor, Licensing and Regulation; LEED Green Associate with U.S. Green Building Council, Accredited Mortgage Professional (AMP)<sup>®</sup> with the Mortgage Bankers Association; a licensed Sales Person with the Maryland Real Estate Commission; and a Resident Producer Individual License with the Maryland Insurance Administration; a board member of the Prince George's Chamber of Commerce; a member with the U.S. Green Building Council (USGBC); a member of the National Association of Realtors; a member of the Maryland Association of Realtors; a member of the Prince George's County Association of Realtors; and a member of the Project Management Institute. Ms. Clark is currently serving as a Small Business Development Center (SBDC) CARES funded Business Consultant for Maryland Southern Region, which includes St Mary's County, Charles County and Calvert County. Ms. Clark holds the At Home With Diversity (AHWD)<sup>®</sup> and the Short Sales and Foreclosure Resource (SFR)<sup>®</sup> Certifications and Credentials from the National Association of Realtors<sup>®</sup>. Ms. Clark has supported over five dozen small businesses obtain over four million dollars' worth of COVID 19 Funding.

Ms. Clark also has a philanthropic presence. She has personally adopted Croom Vocational High School in Prince George's County. Through this adoption, she provides supplies and monetary contribution as the needs arise. She has supported Croom Vocational High School since 2010. She has served as Principal for A Day with Prince George's County Public Schools since 2011 and often serves as a motivational speaker during career day at several local schools. In 2021, accepted the role of Chair for the Prince George's County Public School's Career and Technical Education (CTE) Advisory Council. Most recently Ms. Clark served as a mentor to three (3) young ladies who matriculated in the Inaugural Prince George's County Public School's Pathways in Technology Early College High School (P-TECH) program and graduated in 2021 with both a High School Diploma and Associates Degree. In September 2018, Ms. Clark was inducted into the National Coalition of 100 Black Women, Prince George's County, MD (NCBW 100). Ms. Clark is a sought after Speaker, Trainer and Coach.

Being a woman, in a male dominated "construction industry" has been Ms. Clark's greatest challenge. Ms. Clark had to use her program management expertise, her knowledge in the secondary mortgage and finance industries to master a new industry. Ms. Clark demonstrates business savvy, operational fortitude and political savviness. Networking is very essential to her continued growth and evolution. Ms. Clark has been able to stay ahead of what is coming. Instead of letting greed drive her, she lets the vision of the community legacy drive, to slowly grow and maintain the quality of her Brand. She Transforms Communities Through Social Impact™