

James B. Wootton
(614) 468-0198

Licensed as a broker since 1978, James B. Wootton arranges major gifts of real estate for churches and other nonprofit organizations. He has written a book on that subject, entitled *Real Estate Gift*, now in its third printing, viewable in its entirety for free at “google book search”.

Biography: James B. (Jim) Wootton holds a Bachelor of Science degree in Business Administration from the Finance Department of the College of Administrative Sciences at The Ohio State University. Since his graduation he has pursued the study of economics with Harvard University Extension School of Cambridge, Massachusetts. He is a graduate of the Realtors Institute.

Prior to Establishing Standard Corporation, Realtors in 1999, Mr. Wootton was an investment specialist for RE/MAX Commercial and the commercial division of Century 21 Joe Walker. In this position, he counseled buyers, sellers, landlords, tenants and investors on how to best realize their long-term real estate goals. He developed an extensive knowledge of the market, inclusive of all product types, such as investment, industrial, retail, office, multi-family and vacant land. He was responsible for managing external professional resources including sales & leasing agents, construction project managers, property managers, attorneys, architects, and engineers during the development, acquisition and disposition of real estate for his clients.

Mr. Wootton is a member of the Ohio Business Brokers Association (OBBA), and for nine years was a registered representative with the N.A.S.D. As a business broker he arranged the sale of Workwell Company NKA Volk Protective Products, a leading manufacturer of gloves, to a company headed by Donald Kelley, former chairman of Beatrice Foods. Mr. Wootton, acting as a finder in cooperation with First Boston Corporation, initiated two American Stock Exchange company mergers, both for Snyder Oil Partners, now a division of Devon Energy Corporation (NYSE:DVN).

Jim has served for more than 20 years as a board member of both The Kiwanis Club of German Village and Teen Challenge of Columbus. Engaged in commercial real estate brokerage since 1973, He has negotiated many major property transactions for churches and other nonprofit organizations, including some of the larger transactions in the State of Ohio.

Jim was president of the Columbus Real Estate Exchangers and rose to become president of the statewide Ohio Commercial Realtors Exchange Association. He is a member of the Columbus, Ohio, and National Associations of Realtors, Columbus Commercial Industrial Investment Realtors, Columbus Real Estate Exchangers, and the Ohio Commercial Realtors Exchange Association.

Jim's areas of expertise are: Arranging major gifts of real estate for nonprofits, Obtaining seller financing for investment property buyers, Site selection, Investment Acquisition/Disposition, 1031 Exchange, and Auction.

Existing and past clients include: Evangelical Lutheran Church in America, General Council of the Assemblies of God, Guardian Television Network, Reliance Funding Corporation, and many other individual and institutional investors.