REALTOR® · TRAINER · AUTHOR

DIRECTOR-ELECT
METROTEX 2027

Robert *L.* Wagner

Top-producing REALTOR® and incoming member of the MetroTex 2027 Board of Directors.

CITY Fort Worth, TX MOBILE 817.791.0631 EMAIL therobertlwagner@gmail.com BROKERAGE REAL Broker, LLC

PROFESSIONAL SUMMARY

Top-producing REALTOR®, training leader, and incoming member of the MetroTex Association of REALTORS® 2027 Board of Directors. My association service spans six MetroTex committees, MLS governance, and state-level professional development work with Texas REALTORS®. I bring a working knowledge of both the agent experience and the systems that support it, and I look forward to contributing at the board level with the perspective of an engaged member who understands what today's REALTORS® need to succeed.

METROTEX MEMBER SINCE **2020**

ASSOCIATION LEADERSHIP & COMMITTEE SERVICE

METROTEX ASSOCIATION OF REALTORS®

Board of Directors	**2027**
MLS Board of Directors	2025–PRESENT
MLS Committee · Vice Chair	2026–2027
Volunteer Leadership Development	2025–PRESENT
Professional Development Committee	2022–PRESENT
Governmental Affairs Committee	2025
Young Professional Network	2023–2024

TEXAS REALTORS®

Professional Development Committee	2026–2027

REAL ESTATE PRODUCTION & LEADERSHIP

REAL Broker, LLC

SEPTEMBER 2026 — PRESENT

REALTOR® ◆ Fort Worth, TX

- Producing agent serving North Texas buyers and sellers, with a continued focus on client education, market expertise, and long-term referral relationships.
- Joined REAL's technology-forward brokerage platform to deliver modern service to clients through streamlined tools, systems, and workflows.

Century 21 Judge Fite Company

JULY 2020 — SEPTEMBER 2026

REALTOR® · Mentor · Assistant Regional Sales Manager (2020–2024) · Trainer ◆ Fort Worth, TX

- Produced as a REALTOR® serving North Texas buyers and sellers across six years, building a reputation for client education, market expertise, and long-term referral relationships.
- Served as Assistant Regional Sales Manager from 2020 to 2024, supporting regional leadership in agent productivity, training, and accountability.
- Mentored agents through structured productivity programs built around strategic prospecting, mindset development, and accountability systems that moved part-time agents toward full-time performance.
- Designed and delivered live training sessions and curriculum that lifted office-wide results through data-driven coaching, collaborative sales culture, and clear performance benchmarks.

SE7EN University & the AI Advantage Academy

JANUARY 2017 — PRESENT

Founder · Lead Trainer · Author ◆ Online

- Founded and scaled an education company that trains real estate professionals to grow their business through proven prospecting systems and modern workflows.
- Authored *Leverage: The AI Advantage*, a full-length book that helps agents apply AI responsibly to their daily practice.
- Developed mastermind sessions, coaching programs, and course curricula serving hundreds of agents across the country.

Academic Partnerships

JULY 2015 — 2023

Sr. Manager, Learning & Development · Enrollment Manager · Training Specialist ◆ Dallas, TX

- Progressed through multiple roles of increasing responsibility, ultimately leading learning and development for enrollment teams supporting university partner revenue.
- Created and delivered leadership development, sales training, and career pathing programs that became core to onboarding, promotion, and internal mobility.

REAL ESTATE DESIGNATIONS & CERTIFICATIONS

GRI	Graduate, REALTOR® Institute	**ABR**	Accredited Buyer's Representative
SRS	Seller Representative Specialist	**PSA**	Pricing Strategy Advisor
RENE	Real Estate Negotiation Expert	**C-RETS**	Certified Real Estate Team Specialist
MRP	Military Relocation Professional	**AHWD**	At Home With Diversity
SFR	Short Sales & Foreclosure Resource	**LHC**	Luxury Homes Certification
HFR	Home Finance Resource		

EDUCATION & INDUSTRY TRAINING

Texas REALTOR® Leadership Program *Co-Valedictorian*

Texas REALTORS®

2024

Instructor Training Institute

Graduate

2025

RPR Certified Instructor

REALTORS® Property Resource

2025

Master of Arts, Christian Education

Dallas Theological Seminary, Dallas, TX

2011

Bachelor of Arts, Sociology

University of North Texas, Denton, TX

2002

PROFESSIONAL CREDENTIALS

- Licensed REALTOR® (Texas)
- MetroTex Association of REALTORS® — Member since 2020
- MetroTex 2027 Board of Directors — Director-Elect
- REAL Broker, LLC — Producing Agent
- Founder, SE7EN University & the AI Advantage Academy