



MEET YOUR FACULTY

Joeann Fossland,
Master Certified Coach
Tucson, Arizona

Joeann has 27 years experience in the real estate industry, first working as a practitioner and subsequently as a nationally recognized speaker, instructor & coach. She has helped hundreds of REALTORS® create successful businesses. As Chief Evolution Officer of Advantage Solutions Group, since 1993, Joeann has delivered seminars, workshops and one on one coaching to individuals and companies enabling them to increase their bottom lines while achieving life balance. Her clients are highly motivated people, interested in leveraging their strengths and productivity while living a life they love.

Educated at Johns Hopkins University, Joeann owned 3 successful businesses before the age of 30. She has been a Realtor in Arizona since 1983. She has served as a director on the Tucson Association of REALTORS® and Arizona Association of REALTORS®. She is a GRI Instructor for Business Planning (100) and the 2 tech courses (314 & 320). She is an ePRO Certified Workshop Leader and is one of a handful of instructors for the new Seller Representation Specialist Designation (SRS). Lately she has been working with Associations through AAR's Educational Outreach Program to teach agents "How to Get Started on Facebook."

Joeann is an active social networker. She was recognized as one of Real Estate's Top 10 Woman Bloggers by Sellius in 2006. In 2008, Joeann was recognized by a Stephan Swanapoel poll as one of the Top 25 Women In Real Estate.

Joeann publishes [weekly email Tips](#) and is a regular contributor to many magazines and e-zines. She also hosts free, telephone brainstorming sessions on a monthly basis, using the synergy of masterminding.

One of only several hundred coaches worldwide to hold the coveted Master Certified Coach (MCC) designation, through International Coaches Federation, Joeann lives a life she loves and enjoys helping others do the same.

YOU CAN REACH THE INSTRUCTOR AT:

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The GRI curriculum prepares the graduates to conduct business in the Arizona residential market to meet the needs of clients and customers.