

# Dave Jenks Fact Sheet

BORN: July 9, 1942 – Niagara Falls, NY

FAMILY: Four brothers, three children, nine grandchildren, two great-grandchildren  
Married to Gina Waterfield

## EDUCATION:

- High School graduate (1960) – Starpoint Central HS, Lockport, NY
- BS (1964) Math and Physics major – SUNY at Albany, Albany, NY
- MA (1966) Higher Education Administration – Colgate University, Hamilton, NY
- Doctoral study (1967-71) Educational Psychology – Michigan State University – Lansing, MI

## WORK HISTORY:

- Director of Alumni Relations & Fund Raising (1971-75)– SUNY Albany, Albany, NY
- VP of Sales and Marketing (1975 – 79) – Lane Press & Graphic Arts, Albany, NY
- VP of Marketing (1979-81) – RG Jacques and Assoc. – Architecture & Engineering, Albany, NY
- Director of Regional Training (1981-85) – Century 21 of New York, Rochester, NY
- Regional Director (1985-88) – Century 21 of New York, Rochester, NY
- Regional Director and CEO (1988-1992) – Century 21 South Central States, Dallas, TX
- Divisional President and CEO (1992-1994) – Century 21 South Central States, Dallas, TX
- President (1994-1996) – The Leadership Connection – Las Colinas, TX
- Executive Vice President (1996-2001) – Keller Williams Realty International – Austin, TX
- VP Research & Development (2001-2008) – Keller Williams Realty International – Austin, TX
- Founder and CCO (2009 to present) – Free Enterprise Warriors, LLC - White Plains, NY
- Senior Consultant & Dean of MNU (2012 to present) – Master Networks Inc. – Frisco, TX

## WRITING:

- *The Millionaire Real Estate Agent* (2003) with Gary Keller and Jay Papasan
- *The Millionaire Real Estate Investor* (2005) with Gary Keller and Jay Papasan
- *FLIP: How to Find, Fix and Sell Houses for a Profit* (2007) with Rick Villani and Clay Davis
- *Your First Home* (2007) with Gary Keller and Jay Papasan
- *SHIFT: How Top RE Agents Tackle Tough Times* (2008) with Gary Keller and Jay Papasan
- *A Joy-Filled Life: Lessons from a Tenant Farmer's Daughter* (2015) with Mo Anderson
- *Five Plus One: The Entrepreneurs Formula for Success* (2015) with Chas Wilson
- *SEEKER: A Journey Toward Wisdom* (2020) Dave's memoirs and insights on existence

## AUDIO PODCAST SERIES:

- Free Enterprise Warriors: The Path of Courageous Entrepreneurs
- Warrior Talk Podcasts – at [www.FreeEnterpriseWarriors.com](http://www.FreeEnterpriseWarriors.com)
- Millennial Conversations – 20 podcasts with Matt Haze – [www.MillennialConversations.com](http://www.MillennialConversations.com)
- SEEKER – Podcast chapters of the upcoming book – [www.SeekerWisdom.com](http://www.SeekerWisdom.com)
- A collection of Dave's Speaking and Training – [www.DaveJenks.com](http://www.DaveJenks.com)