

# Professional Profile



## CATHERINE E. RICHARDS

Vice President  
Office Services

### CAREER SUMMARY

Cathy Richards graduated from Indiana University's – Kelley School of Business with a Bachelor of Science degree. Cathy is best at getting people from one place to another, as one of Indianapolis' top office sales and leasing advisors. After graduation, she began her real estate career with Prudential DicksonHughes Commercial Services as Marketing Director. Upon completing requirements for her Indiana Real Estate salespersons license, she joined Grubb & Ellis | Harding Dahm & Company's Greenwood office where she specialized in office brokerage services representing tenants, landlords, buyers and sellers. Cathy was then a founding partner of Leading Edge Commercial Real Estate Services based out of Greenwood, Indiana until the sale of the Company in 2009. Following the sale of Leading Edge, Cathy returned to Grubb & Ellis | Harding Dahm & Company.

Cathy's determination and team spirit earned herself a softball scholarship to IUPUI. Her goal to succeed as a player, coach and individual has taught her skills she uses daily; as she helps her clients achieve their business goals.

### EXPERIENCE

- 2009 – Present: Vice President and Sales & Leasing Advisor  
Grubb & Ellis | Harding Dahm & Company
- 2005 – 2009: Vice President and Co-Owner  
Leading Edge Commercial Real Estate Services, a Division of Land Pro, Inc.
- 2002 – 2005: Softball Coach  
Whiteland Community High School
- 2002 – 2005: Sales & Leasing Advisor  
Grubb & Ellis | Harding Dahm & Company
- 2002 – 2002: Event Coordinator  
Sports Marketing Consultants
- 2001 – 2002: Marketing Director  
Prudential DicksonHughes

# Professional Profile



## CATHERINE E. RICHARDS (CONTINUED)

### EDUCATION

- Indiana University – Kelley School of Business, Indianapolis; majors include Marketing & Logistics
- Licensed Real Estate Salesperson, State of Indiana

### PROFESSIONAL AFFILIATIONS

- Greenwood Chamber of Commerce
- Johnson County Builders Association
- Builders Association of Greater Indianapolis
- Indiana State Builders
- National Association of Home Builders
- Metropolitan Board of Realtors
- Indiana Association of Realtors
- National Association of Realtors

### COMMUNITY ACTIVITIES

- Member of Mount Pleasant Community Church, Greenwood
- Marketing Chairman for Mitch Ripley for County Commissioner Campaign
- Marketing Chairman for Anita Knowles for County Council
- Committee Chairman for Corporate Cup Challenge

### RECOGNITION

- 2008 - 2011 Greater Greenwood Chamber of Commerce Board Director
- 2006 Graduate of Real Estate Academy of Leadership
- 2004 Spirit of Women Nominee
- IUPUI Student Athlete of the Year, 2000