

THE HONORABLE JOHN CHUN
Noted For Consideration: April 20, 2015
SUPERIOR COURT CLERK
E-FILED

CASE NUMBER: 14-2-07669-0 SEA

IN THE SUPERIOR COURT OF THE STATE OF WASHINGTON

FOR THE COUNTY OF KING

MOVE, INC., a Delaware corporation,
REALSELECT, INC., a Delaware
corporation, TOP PRODUCER SYSTEMS
COMPANY, a British Columbia unlimited
liability company, NATIONAL
ASSOCIATION OF REALTORS®, an
Illinois non-profit corporation, and
REALTORS® INFORMATION
NETWORK, INC., an Illinois corporation,

Plaintiffs,

vs.

ZILLOW, INC., a Washington corporation,
ERROL SAMUELSON, an individual, and
CURT BEARDSLEY, an individual, and
DOES 1-20,

Defendants.

Case No. 14-2-07669-0 SEA

**DECLARATION OF JACK M. LOVEJOY
IN SUPPORT OF OPPOSITION TO
ZILLOW'S MOTION TO STRIKE
PLAINTIFFS' NOTICE OF
SUPPLEMENTAL SUPPORT AND
DECLARATION**

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Jack M. Lovejoy declares:

1. I am one of the attorneys for plaintiffs in this action. I am over the age of eighteen and competent to testify to the facts stated herein on personal knowledge.
2. Attached to this declaration are true and correct copies of the following documents:
 - Ex. 1: Zillow's April 13, 2015, Emergency Application For A Preservation Order, submitted to Special Master, Hon. Bruce Hilyer (Ret.);
 - Ex. 2: The LinkedIn profile of Chris Crocker (taken from linkedin.com on April 16, 2015).

I declare under penalty of perjury under the laws of the State of Washington that the foregoing is true.

/s/Jack M. Lovejoy
Jack M. Lovejoy

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CERTIFICATE OF SERVICE

I hereby certify that on April 16, 2015, I electronically filed the foregoing with the Clerk of the Court using the Court's CM/ECF System which will send notification of such filing to the following individuals registered to receive electronic notices by email transmission at the email addresses provided thereto.

CM/ECF Participants:

Susan E. Foster
Kathleen M. O'Sullivan
Katherine G. Galipeau
Mary P. Gaston
PERKINS COIE LLP
Counsel for Zillow, Inc.

Clemens H. Barnes
Esteria Gordon
MILLER NASH GRAHAM & DUNN LLP
Counsel for Errol Samuelson

I further certify that I served a copy of the foregoing to the following non-registered CM/ECF attorneys via electronic mail:

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I declare under penalty of perjury under the laws of the State of Washington that the foregoing is true and correct.

DATED at Seattle, Washington on April 16, 2015.

/s/ Janet Petersen
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SPECIAL MASTER
THE HONORABLE BRUCE HILYER (RET.)
Noted for Consideration: April 13, 2015

SUPERIOR COURT OF THE STATE OF WASHINGTON
FOR KING COUNTY

MOVE, INC., a Delaware corporation,
REALSELECT, INC., a Delaware
corporation, TOP PRODUCERS
SYSTEMS COMPANY, a British
Columbia unlimited liability company,
NATIONAL ASSOCIATION OF
REALTORS®, an Illinois non-profit
corporation, and REALTORS®
INFORMATION NETWORK, INC., an
Illinois corporation,

Plaintiffs,

v.

ZILLOW, INC., a Washington corporation,
ERROL SAMUELSON, an individual,
CURTIS BEARDSLEY, an individual, and
DOES 1-20,

Defendants.

No. 14-2-07669-0 SEA

DEFENDANT ZILLOW, INC.'S
EMERGENCY APPLICATION FOR A
PRESERVATION ORDER

Declaration of Jack Lovejoy, Exhibit 1, Page 1 of 11

ZILLOW'S EMERGENCY APPLICATION
FOR PRESERVATION ORDER

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I. Introduction

Last Friday, Plaintiffs' ongoing attempts to turn the King County Courthouse into a tabloid magazine reached a new low when they filed with both the Special Master and the Court, an unsigned and unsworn letter written by a disgruntled former employee (hereinafter, "the Letter"). Plaintiffs' King County filing was a gratuitous "supplemental" filing, made without any showing of relevance to the underlying motion and without any showing of urgency such that the Rules of Procedure could not be followed. Moreover, Plaintiffs not only failed to file the letter under seal, but also refused to cooperate with Zillow's efforts to do so after being apprised that it contained Zillow's confidential information.¹

According to Plaintiffs, the Letter confirms their "worst fears" about Zillow, prompting Plaintiffs to ask the Special Master for an order compelling Zillow to "maintain all data related to the letter," which the Special Master entered later that day. *See* Plf. Emergency App. for Preservation Order, at *2. Plaintiffs' inflammatory suggestions that the Letter somehow proves that Zillow is "destroying key evidence," could not be further from the truth. The underlying merits of this case will show that Zillow has done nothing wrong, and that Plaintiffs' entire case has been built upon smoke and mirrors. But this motion does not address that topic.

Instead, this motion asks the Special Master to issue an emergency preservation order compelling Plaintiffs and Plaintiffs' counsel to (a) preserve the Letter and the envelope in which they received the Letter in its original form; (b) refrain from touching the Letter or the envelope any further to minimize any further contamination of forensic evidence (*e.g.*, fingerprints); (c) preserve all communications relating in any way to the Letter, including communications relating to the creation, use, and distribution of the Letter and its contents (including distribution to the

¹ Separately, Zillow is today seeking an emergency order sealing the last three paragraphs of the letter and personally identifiable information (the home phone number) of one of its former employees.

Declaration of Jack Lovejoy, Exhibit 1, Page 2 of 11

ZILLOW'S EMERGENCY APPLICATION
FOR PRESERVATION ORDER - 1

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1 media, and use of the Letter's contents to compete against Zillow); and (d) preserve all
2
3 communications, materials, and documents relating to or with Chris Crocker.
4

5 The Letter itself is now evidence, not only in this litigation, but potentially in other
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7 litigation. A thorough investigation is needed to determine whether and to what extent Plaintiffs
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9 and Plaintiffs' counsel conspired with the author of the Letter to reveal and misappropriate
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11 Zillow's confidential and trade secret information, and to libel Zillow. Even if there was no overt
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13 coordination with the Letter's author, an investigation is needed to determine whether Plaintiffs
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15 and their counsel pushed forward in a haphazard, negligent, and unethical manner when they
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17 decided to publicly file, and then apparently distribute the Letter to the media—even though the
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19 Letter clearly contains highly confidential (as well as false, misleading, and libelous) information
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21 about Zillow's business practices. The outcome of this investigation will shed light on whether
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23 Zillow will have to file a counterclaim against Plaintiffs for ongoing misappropriation relating to
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25 the Letter and/or take action against Plaintiffs' counsel for distributing the letter to the media
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27 despite their obligations under the Amended Protective Order and the Rules of Professional
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29 Conduct.
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31 II. The Letter Contains Confidential and Trade Secret Information of Zillow

32 Although the Letter is replete with inaccuracies—and Zillow will dispute those
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34 inaccuracies at the appropriate time—it also contains several references to and descriptions of
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36 highly confidential and proprietary information relating to Zillow's internal business strategies
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38 and programs, some of which not only exist but are perfectly legal and not based on anything
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40 confidential from Plaintiffs. Specifically, the Letter reveals a variety of confidential processes at
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42 Zillow known only to a very small portion of Zillow's employees (approximately 20). In fact, the
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44 Letter's author even describes the programs as "secret"—which should have been a clear signal to
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46 Plaintiffs' counsel that the Letter should be filed under seal even if there were a plausible
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Declaration of Jack Lovejoy, Exhibit 1, Page 3 of 11

ZILLOW'S EMERGENCY APPLICATION
FOR PRESERVATION ORDER – 2

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1 rationale for filing it with the Court (which there was not), and that it could not be distributed to
2 the media.
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4 For example, the Letter details (rather inaccurately) a program Zillow developed, and
5 relies on to this day, which helps Zillow improve the accuracy of the millions of listings on its
6 website. The Letter also describes certain proprietary software code Zillow authored, and relies
7 on to this day, to help it ensure the accuracy of its listings. While much of the Letter is false,
8 some of it details confidential information and trade secrets related to Zillow's evaluation of
9 strategies related to obtaining listings, and ensuring the accuracy of those listings. None of this
10 confidential and trade secret information was publicly known prior to Plaintiffs' decision to
11 publicize the Letter on the Court's docket and in the media. See Declaration of Erin Conningsby
12 in Support of Zillow's Motion to Seal Exhibit A to the Singer Declaration ("Conningsby Decl.").
13 It is ironic, albeit unsurprising, that Plaintiffs, who are alleging that Zillow has misappropriated
14 their trade secrets, would be so cavalier about disclosing and publicizing Zillow's own
15 confidential and trade secrets information.
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28 Moreover, because much of the Letter is inflammatory, inaccurate, and false, Plaintiffs'
29 decision to publicize the Letter with the media—spinning it as a "whistleblower letter" despite the
30 fact that it is unsigned, unsworn, and untrue—will have serious negative effects on Zillow's
31 reputation and its ability to compete against Move. Simply put, Plaintiffs' tabloid-like strategy to
32 "publish now, ask questions later" has crossed the line.
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38 Upon receiving service of the Letter, Zillow's counsel immediately notified Plaintiffs'
39 counsel that it contained "proprietary information . . . and should have been filed under seal."
40 Declaration of Susan Foster in Support of Zillow's Emergency Application for Preservation
41 Order ("Foster Decl."), Exhibit A. At the time of this notice, there was still time to enter a
42 stipulation to seal the Letter because the Court would not close for another several hours. *Id.*
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Declaration of Jack Lovejoy, Exhibit 1, Page 4 of 11

ZILLOW'S EMERGENCY APPLICATION
FOR PRESERVATION ORDER – 3

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1 Moreover, no media outlets had written about the Letter yet. Instead of replying, Plaintiffs'
2 counsel ignored Zillow's request and subsequent follow ups, until the Court closed for the
3 weekend. *Id.* And despite receiving several notices from Zillow that the Letter contained highly
4 sensitive trade secret information, Plaintiffs nevertheless sent the Letter to media outlets such as
5 Inman News (a leading outlet for the real estate industry) and Geekwire, which later ran stories
6 about the letter and posted it in its entirety.²
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13 Regrettably, as a result, Zillow must now consider whether to take action against Plaintiffs
14 and Plaintiffs' counsel. Zillow is reserving all its rights.
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16 III. A Preservation Order Is Needed

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18 The Special Master should grant Zillow's request for a preservation order for several
19 reasons. First, Plaintiffs and their counsel already have a duty to preserve this evidence, which
20 means a court order reaffirming that duty would not burden Plaintiffs or their counsel. As
21 Plaintiffs themselves acknowledged in their own Motion for Preservation Order, "[a] party's
22 'duty to preserve evidence is triggered when a party knows or reasonably should know that the
23 evidence may be relevant to pending or future litigation.'" *Knickerbocker v. Corinthian Colleges*,
24 298 F.R.D. 670, 677-78 (W.D. Wash. 2014) (quoting *E.E.O.C. v. Fry's Elecs., Inc.*, 874 F. Supp.
25 2d 1042, 1044 (W.D. Wash. 2012)). Indeed, in Washington parties have "a general duty to
26 preserve evidence on the eve of litigation," particularly evidence over which the party has control.
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² See Andrew Bambila, "Whistleblower alleges Zillow is stealing listing data from agent websites," Inman News (Apr. 10, 2015), available at <http://www.inman.com/2015/04/10/whistleblower-alleges-zillow-is-stealing-listing-data-from-agent-websites/> (last visited: Apr. 12, 2015); Blair Hanley Frank, "Anonymous letter filed in trade secrets case accuses Zillow execs of illegal conduct," GeekWire (Apr. 10, 2015), available at <http://www.geekwire.com/2015/anonymous-letter-filed-in-trade-secrets-case-accuses-zillow-execs-of-illegal-conduct/> (last visited: Apr. 12, 2015).

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ZILLOW'S EMERGENCY APPLICATION
FOR PRESERVATION ORDER – 4

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1 duty to preserve and not to alter evidence relevant to “pending or future litigation”). “Once
2 triggered, this duty extends to any documents or tangible items that the party knows or should
3 know are relevant to the litigation.” *Knickerbocker*, 298 F.R.D. at 678.
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6 Here, given that Plaintiffs’ counsel is in possession of the Letter, Plaintiffs cannot
7 plausibly argue that they lack control over the Letter, the envelope in which it arrived, or any
8 other communications Plaintiffs or their counsel may have had with Mr. Crocker (more on that
9 below). And by filing the Letter with the Court and Special Master, Plaintiffs cannot plausibly
10 argue that the Letter is not relevant to this case. Finally, given that Plaintiffs were on notice that
11 the Letter contains Zillow’s confidential and trade secret information (such notice was provided
12 by Zillow after receiving Plaintiffs’ filing, and by the Letter itself which describes its contents as
13 “secret”), Plaintiffs and Plaintiffs’ counsel are subject to an affirmative obligation to preserve this
14 evidence, as it may be relevant to this case or other related litigation.
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17 Second, a preservation order will not burden Plaintiffs. In fact, Plaintiffs asked for, and were
18 granted, a preservation order from the Special Master directing Zillow to preserve data and
19 information relating to the broad allegations made in the Letter. In doing so, Plaintiffs asserted
20 that such an order would not impose any “unfair cost whatsoever” on Zillow. Zillow did not
21 object to the preservation order. Likewise, Zillow is simply asking Plaintiffs and their counsel to
22 preserve the Letter and related communications—a far less burdensome request than what
23 Plaintiffs requested last week. Such preservation is necessary to ensure that Zillow and the Court
24 can determine relevant information regarding the letter and whether Plaintiffs conspired with the
25 author of the Letter to misappropriate or disclose Zillow’s confidential and trade secret
26 information.
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29 Third, a preservation order is also necessary to determine whether Plaintiffs’ counsel
30 violated the Rules of Professional Conduct and the Court’s own orders when they decided to
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Declaration of Jack Lovejoy, Exhibit 1, Page 6 of 11

ZILLOW’S EMERGENCY APPLICATION
FOR PRESERVATION ORDER – 5

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1 publicize the Letter with the media. It is almost certain that the media received the letter from
2 Plaintiffs because even though Plaintiffs filed the Letter in open court, it still had not appeared on
3 the Court's website. The only way a media organization like Inman News or GeekWire could
4 have obtained it is from Plaintiffs or their counsel. This means Plaintiffs' counsel deliberately
5 failed to keep the Letter confidential even after being put on notice by Zillow's counsel that it
6 contained trade secret information. *See Foster Decl., Ex. A.* Moreover, on its face, the Letter
7 clearly falls under the Court's Second Amended Protective Order, because it self-identifies the
8 information contained in the letter as "secret," advises the reader to "shred" the letter upon
9 receipt, and identifies several programs that are highly confidential. This is precisely the sort of
10 information that the Second Amended Protective Order obligates each party to treat with the
11 utmost discretion. *See No. 328A ¶¶ 3, 7* (requiring that each party "will mark as
12 'CONFIDENTIAL,' 'ATTORNEYS' EYES ONLY,' or 'OUTSIDE COUNSEL EYES ONLY'
13 another party's materials containing trade secret information" or "information protected by a
14 written non-disclosure or confidentiality agreement"). From all the discovery in this case,
15 Plaintiffs' counsel also are well aware that Zillow employees sign confidentiality agreements.
16 Blasting off press releases about anonymous letters containing "secret" information, especially
17 where the author goes so far as to advise the recipient to "shred" the document upon receipt, is
18 not consistent with the Second Amended Protective Order, or Plaintiffs' counsel's obligations
19 under the Rules of Professional Conduct.
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39 And finally, Zillow has a good faith basis to believe that the Letter was authored by
40 Zillow employee Chris Crocker. Mr. Crocker was advised that he was being terminated earlier
41 this year but was provided two months to find a new position prior to formal separation. The
42 letter was received two business days before Mr. Crocker's last day at Zillow. Mr. Crocker was
43 one of only a few individuals with knowledge of some of the information contained in the letter.
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Declaration of Jack Lovejoy, Exhibit 1, Page 7 of 11

ZILLOW'S EMERGENCY APPLICATION
FOR PRESERVATION ORDER – 6

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1 And, shortly before the anonymous letter was sent, Mr. Singer (Plaintiffs' counsel) had
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3 communicated with Mr. Crocker to see if he was willing to discuss the case with him, before Mr.
4
5 Crocker being advised by counsel of his confidentiality obligations. Additionally, the letter has
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7 several indicia of authorship by Mr. Crocker, including but not limited to Mr. Crocker's
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9 trademark sign off: "Good hunting." Accordingly, Zillow requests that any preservation order
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11 also direct Plaintiffs and their counsel to preserve all documents, materials, and communications
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13 with or relating in any way to Mr. Crocker.

14 IV. Conclusion

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16 Litigation can get contentious at times, but Plaintiffs' behavior in this case has been over
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18 the top. Zillow has patiently stood by as Plaintiffs have taken liberties with the facts and the Civil
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20 Rules to accuse Zillow and Zillow's counsel of a number of improprieties. From the beginning,
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22 Plaintiffs' pursuit of this case has been based entirely on conjecture, strained logic, and outright
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24 lies. And because of that lack of substance, Zillow has been and remains confident that, in the
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26 end, Zillow will simply prevail on the merits. But by filing and then publicizing an unsigned
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28 letter containing libelous accusations against Zillow on the one hand, while disclosing
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30 confidential and trade secret information on the other hand, Plaintiffs and their counsel have now
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32 gone too far. Plaintiffs' counsel had reason to know the likely source, and in light of their
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34 behavior, Zillow cannot rule out the possibility that Plaintiffs' counsel encouraged the letter.
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36 Zillow cannot stand by while Plaintiffs false accuse Zillow of misappropriating their trade secrets
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38 while Plaintiffs freely disclose Zillow's trade secrets. A preservation order is the first step to
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40 ensuring that these unethical and unprofessional tactics stop.
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Declaration of Jack Lovejoy, Exhibit 1, Page 8 of 11

ZILLOW'S EMERGENCY APPLICATION
FOR PRESERVATION ORDER – 7

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DATED: April 13, 2015

s/Susan Foster
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Attorneys for Defendant Zillow, Inc.

Declaration of Jack Lovejoy, Exhibit 1, Page 9 of 11

ZILLOW’S EMERGENCY APPLICATION
FOR PRESERVATION ORDER – 8

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CERTIFICATE OF SERVICE

On April 13, 2015, I caused to be served upon counsel of record, at the address stated below, via the method of service indicated, a true and correct copy of the following document:

ZILLOW'S OPPOSITION TO PLAINTIFFS' MOTION TO REVISE SPECIAL MASTER'S ORDER RE SUBPOENAS TO GOLDMAN SACHS AND J.P. MORGAN.

<p>Jack M. Lovejoy, WSBA No. 36962 Lawrence R. Cock, WSBA No. 20326 Cable, Langenbach, Kinerk & Bauer, LLP Suite 3500, 1000 Second Avenue Building Seattle, WA 98104-1048 Telephone: (206) 292-8800 Facsimile: (206) 292-0494</p> <p>jlovejoy@cablelang.com LRC@cablelang.com kalbritton@cablelang.com jpetersen@cablelang.com</p>	<p><input type="checkbox"/> Via Hand Delivery <input type="checkbox"/> Via U.S. Mail, 1st Class, Postage Prepaid <input type="checkbox"/> Via Overnight Delivery <input type="checkbox"/> Via Facsimile <input type="checkbox"/> Via E-filing <input checked="" type="checkbox"/> Via E-mail</p>
<p>Clemens H. Barnes, Esq., WSBA No. 4905 Estera Gordon, WSBA No. 12655 K. Michael Fandel, WSBA No. 16281 Miller Nash Graham & Dunn LLP Pier 70 2801 Alaskan Way, Suite 300 Seattle, WA 98121-1128 Telephone: (206) 624-8300 Facsimile: (206) 340-9599</p> <p>clemens.barnes@millernash.com connie.hays@millernash.com estera.gordon@millernash.com michael.fandel@millernash.com robert.mittenthal@millernash.com</p>	<p><input type="checkbox"/> Via Hand Delivery <input type="checkbox"/> Via U.S. Mail, 1st Class, Postage Prepaid <input type="checkbox"/> Via Overnight Delivery <input type="checkbox"/> Via Facsimile <input type="checkbox"/> Via E-filing <input checked="" type="checkbox"/> Via E-mail</p>

Declaration of Jack Lovejoy, Exhibit 1, Page 10 of 11
CERTIFICATE OF SERVICE – 1

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<p>Brent Caslin, WSBA No. 36145 Richard Lee Stone , (<i>Pro Hac Vice</i>) Nick G. Saros, (<i>Pro Hac Vice</i>) Jennifer Wagman Njathi, (<i>Pro Hac Vice</i>) Ethan A. Glickstein, (<i>Pro Hac Vice</i>) Jeffrey A. Atteberry, (<i>Pro Hac Vice</i>) Jenner & Block LLP 633 West 5th Street, Suite 3600 Los Angeles, CA 90071 Telephone: (213) 239-5150</p> <p>bcaslin@jenner.com rstone@jenner.com nsaros@jenner.com JNjathi@jenner.com eglickstein@jenner.com jatteberry@jenner.com dsinger@jenner.com drozansky@jenner.com avanhoesen@jenner.com</p>	<p><input type="checkbox"/> Via Hand Delivery <input type="checkbox"/> Via U.S. Mail, 1st Class, Postage Prepaid <input type="checkbox"/> Via Overnight Delivery <input type="checkbox"/> Via Facsimile <input type="checkbox"/> Via E-filing <input checked="" type="checkbox"/> Via E-mail</p>
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I certify under penalty of perjury under the laws of the State of Washington that the foregoing is true and correct.

DATED this 13th day of April, 2015.

s/ Sherri Wyatt
Sherri Wyatt, Legal Secretary

Declaration of Jack Lovejoy, Exhibit 1, Page 11 of 11

CERTIFICATE OF SERVICE – 2

Perkins Coie LLP
1201 Third Avenue, Suite 4900
Seattle, WA 98101-3099
Phone: 206.359.8000
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Chris Crocker

3rd

Intrapreneur seeking hill to climb New Products New Divisions International Startups

Greater Seattle Area Consumer Services

Previous Zillow Equator Realogy / Coldwell Banker

Education UCLA Anderson School of Management



Send Chris InMail

500+ connections

https://www.linkedin.com/in/chriscrocker



Summary

I am driven and I love a good challenge! The drive to excel comes from within and the confidence to make it happen comes from years at the school of hard knocks combined with track record of getting stuff done. To date I have had a recurring affair with intrapreneurship by constantly looking to challenge the way we do business reevaluate and then launch new innovative ways to improve on the model. I loathe the status quo when there is a better way that could be had. I have launched new businesses from inside established businesses worked on M&A launched new consumer products and toiled at process improvement strategy and restructuring when called for. The employees who have worked with or for me in the past would attest that I lead the charge from the front and can often be found on in the trenches with my employees or talking to customers seeking feedback for improvement.

I learned programming and database design at a very early age thanks to the Electrical Engineering background of my father. While I do not consider myself proficient as a programmer those early skills have carried me far to working as the bridge between technical professionals and business types by giving me the ability to understand the needs of both sides.

Throughout my career I have worked hard to be a connector. I believe strongly that important business gets done face to face and that personal relationships matter. My desire to use my people skills has led me to roles in business development sales and partnerships and I'm proud that many of the deals that I structured at past companies are still bearing fruit today.

I am confident and comfortable in public settings giving presentations with large audiences and being an evangelist. I believe strongly in giving back and nurturing others who are less far down the path both inside my company and outside my company.

We are a short time alive and a long time dead. Lets get on with changing the world!



Experience

Vice President, Strategic Partnerships

Zillow

December 2012 - March 2015 2 years 4 months | Greater Seattle Area



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Chris Crocker

In Common with Chris

Chris was responsible for developing strategic partnerships advertising sales to major accounts leading the industry relations team improving listing inventory quality and product development for real estate brokers Chris did extensive public speaking and presentations at conferences seminars trade shows and represented the company at all major industry events

- 2 honors and awards

Vice President, Real Estate (Product Manager)

Equator

May 2012 - December 2014 (19 months) | Greater Los Angeles Area

Serving as the head of product development for new B2B and B2C businesses that were being incubated from within the company Responsible for leading several software development teams simultaneously in an agile scrum development environment I was responsible for taking new businesses from the whiteboard to full execution in a fast paced environment Development included iPhone/iPad app mobile web and desktop versions



Regional Vice President, Operations and Marketing

Realty / Coldwell Banker

January 2004 - July 2011 (7 years 7 months) | Beverly Hills, CA

Responsible for day to day operations marketing and technology for the Realty owned Coldwell Banker NRT locations in the South-Western U.S.



- 10 recommendations including



Peter Wendel
Trustee at Craft and Folk Art Museum

On top of his game View



Sydney Gielow
Residential & Commercial Sales and L

When you are looking for someone to motivate inform and direct a myriad of individual projects at the same time and do it View

8 more recommendations



Volunteer Experience & Causes

Opportunities Chris is looking for:

- Joining a nonprofit board

Causes Chris cares about:

- Education
- Environment
- Disaster and Humanitarian Relief
- Science and Technology

Organizations Chris supports:

- National Ski Patrol



Honors & Awards

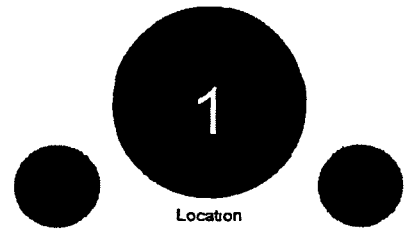
Speaker, Inagural T3 Real Estate Conference

http://www.t3summit.com

Speaker, Numerous National, State, Regional and Local conferences and events

January 2014

As the public facing representative from Zillow to the real estate industry Chris attended all major conferences and spoke publicly on behalf of the company at industry events



Location

People Similar to Chris



Howard Chung 3
Vice President of Broker Excellence at John Connet

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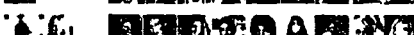




Dr. Shin Personal Injury
Kerlan-Jobe Hand Surgery Steven S. Shim MD now accepting PI Cases!

Additional Honors & Awards

Speaker Inman Real Estate Technology conferences

 Skills

Top Skills

- Real Estate 
- Marketing 
- Business Development 
- Start-ups 
- Sales 
- Management 
- Short Sales 
- Marketing Strategy 
- Residential Homes 
- Commercial Real Estate 

Chris also knows about

- Online Marketing
- Contract Negotiation
- CRM
- Mergers & Acquisitions
- Public Relations
- Mobile Applications
- B2B
- Process Improvement
- Mergers
- Lead Generation
- Private Equity
- Leadership
- Construction
- Strategic Partnerships
- Restructuring
- See 11+

 Education

UCLA Anderson School of Management
Executive Program Graduate Business
2006 – 2006

Additional Info

Interests

Skating sailing surfing

Advice for Contacting Chris

c dot crocker at mac dot com No junk or solicitations please

 Organizations

Additional Organizations

Big Bear Valley National Ski Patrol Volunteer Search and Rescue



Certifications

Outdoor Emergency Care Technician (OEC)
National Ski Patrol

Received (10) ▾ Given (11)

Regional Vice President, Operations and Marketing
Realogy / Coldwell Banker



Peter Wendel
Trustee at Craft and Folk Art Museum

“ On top of his game!

June 2 2014 Peter worked with Chris at Realogy / Coldwell Banker



Sydney Gielow
Residential & Commercial Sales and Leasing Property Management & Vacation Rentals

“ When you are looking for someone to motivate inform and direct a myriad of individual projects at the same time and do it with confidence expertise and competence you ask Chris This is why it is not surprising that Coldwell Banker NRT and Realogy put so much confidence in his ability to accomplish the goal not only as they have been defined but with an innovative more

July 2 2014 Sydney worked indirectly for Chris at Realogy / Coldwell Banker



Colby Culbertson
Director National Brokerage Accounts

“ Chris is one of the most genuine people you will ever meet His zest for life comes into the way he manages his business and it is truly contagious Chris is one of the rare selfless individuals that is willing to dedicate himself to the success of those surrounding him We have been very fortunate to have innovative leadership at our company and Chris has been a model more

March 25 2011 Colby worked directly with Chris at Realogy / Coldwell Banker



Steven Friedman
Adult Education Instructor at Howard County Maryland

“ Chris is an advanced thinker and problem solver! He sees situations with great clarity and uses deep insight to problem solve and build unity among a team

In brief he just gets it I enjoyed working with him in a consulting capacity

February 6 2011 Steven worked with Chris at Realogy / Coldwell Banker



Kenny Bellini
Real Estate Santa Monica - Associate Manager - Prudential California Realty

“ Chris is 'The Best of The Best'! His vision and actions have led the company far into the future of how real estate business will be transacted and marketed in this century His dedication to improving reinventing and providing real estate sales professionals the best services keep him on the cutting edge in technology and customer relations Chris helps make our job more

July 1 2014 Kenny worked indirectly for Chris at Realogy / Coldwell Banker

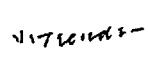
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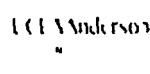
RE Leader Search
1,000 members
Join



Real Estate 2.0
545 members
Join



REAL Trends
1,000 members
Join



UCLA Anderson Alu
12,300 members
Join



UCLA Ziman Real Es
424 members
Join



CMLS- Council of Mul
399 members
Join



Inman News - Real E
487 members
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Influencers



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CEO at LinkedIn
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David Cameron
Prime Minister of
Follow



Mark Cuban
President
Follow



Robert Herjavec
Shark on ABC's
Follow



Tomasz Tunguz
Venture Capitalist
Follow



Scott Nyquist
Director at
Follow

Companies



Equator, LLC
Information Technology
and Services
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Realty Holdings Corp
Real Estate
Follow



Zillow
Internet
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Tom Ferry - Your Co
Professional Training &
Coaching
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