

Steve Hillyer Resume

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Greater Kansas City Area | Services Offered Nationwide

Professional Summary

A highly accomplished and results-oriented **Chief Visionary Officer (CVO)** and senior leader with over **50+ years of distinguished success** across military service, real estate brokerage, mortgage finance, and entrepreneurial business development. Holds a **Bachelor of Arts in Leadership and Workforce Development** from the U.S. Army Command and General Staff College / Sergeants Major Academy. Ranked **#3 out of the Top 49 Real Estate Agencies in Kansas City** (SEOlum Study, August 2026). Proven expertise in leading large-scale teams, managing complex operational logistics, and driving strategic growth initiatives. Adept at navigating intricate financial landscapes, including specialized programs like NACA, HUD cooperative financing, and commercial lending. Currently serving as **CVO of Freedom Global Enterprises**, Broker/Owner of Freedom Realty, and building a financial services agency with **PHP Agency (People Helping People)**.

Key Achievements

- **Top-Ranked Kansas City Broker (Ranking):** Recognized as the **#3 Real Estate Agency in Greater Kansas City** out of 236 evaluated companies by SEOlum (August 2026), based on digital presence, client satisfaction, professional standards, and market reach.
- **Combat Leadership & Executive Education:** Graduate of the United States Army Sergeants Major Academy, awarded a **Bachelor of Arts in Leadership and Workforce Development**. Led a 450+ soldier Infantry Company (the Army's largest at the time) during Desert Shield/Storm. Key participant in the **Battle of 73 Easting** (featured on **The History Channel**).
- **NACA Program Excellence:** Guided over **140+ clients to homeownership** through the complex NACA program (No Down Payment, No Closing Costs, No Mortgage Insurance) since 2010.
- **HUD Financing Mastery:** Closed **35+ homes using FHA 203k** (Rehabilitation Investor Loan) and possesses deep knowledge of FHA 213 (Cooperative Housing) & FHA 221(d)(4) (Multifamily New Construction).
- **Entrepreneurial & CVO Leadership:** Founded and profitably managed multiple businesses, including a thriving real estate brokerage (Freedom Realty) for over 25+ years, serving as Chief Visionary Officer for multi-entity expansion.
- **Rapid Military Advancement:** Achieved accelerated promotions to Staff Sergeant (E6) in 4.5 years, Sergeant First Class (E7) in 10 years, and Master Sergeant/First Sergeant (E8) in 14 years.

Core Competencies

- **Executive Leadership & Strategy:** Chief Visionary Officer (CVO), Strategic Planning, Organizational Leadership, Workforce Development, Team Building & Mentorship, Operations Management
- **Real Estate & Brokerage:** Residential & Commercial Sales, New Construction, Property Management, Contract Negotiation, Market Analysis

- **Specialized Mortgage & HUD Financing:** NACA Program Specialist, FHA/VA Loans, FHA 203k Rehab Loan, HUD 213 & 221(d)(4) Programs, Cooperative Housing Finance
- **Commercial Lending & Finance:** Deal Structuring, Financial Analysis, Capital Sourcing, Consumer Mortgages
- **Business Development & Entrepreneurship:** Startup & Growth Strategy, Visionary Leadership, Strategic Partnerships, Market Expansion
- **Training & Development:** Curriculum Design, Personnel Coaching, Performance Management, Professional Education

Professional Experience

Chief Visionary Officer (CVO)

Freedom Global Enterprises | Kansas City, MO

2023 – Present

- Directs long-term strategic vision, executive leadership, and operational oversight for diversified business interests spanning real estate, financial services, and insurance.
- Focuses on developing innovative solutions in affordable housing, emphasizing cooperative housing development projects and specialized homeownership programs.
- Drives growth through strategic partnerships, market expansion, and the development of new service lines.

Broker Owner / REALTOR®

Freedom Realty KC | Kansas & Missouri

1992 – Present (Realtor for 33+ years | Broker for 26+ years)

- **Achieved #3 Ranking among Top 49 Kansas City Realtors/Agencies** in the independent SEOlum 2026 Metro Study.
- Founded and managed all aspects of a full-service real estate brokerage, including operations, agent training/supervision, and regulatory compliance.
- Consistently ranked as a top-performing agent and expert in residential real estate, new construction, and comprehensive mortgage financing solutions.
- Mentored and trained numerous real estate agents, fostering their professional growth and success.
- Previously managed an Allied Home Mortgage Capital Branch Office for 2+ years, gaining in-depth loan origination experience (Conventional, FHA, VA, USDA, Fannie Mae, Freddie Mac).

Licensed Insurance Agent / Agency Builder

PHP Agency (People Helping People) – Steve Hillyer Agency | Kansas City, MO

2024 – Present

- Actively building a new financial services agency in the Greater Kansas City Area, focusing on recruiting, training, and mentoring new insurance agents.
- Licensed in Missouri and Kansas (nationwide capabilities), specializing in Indexed Universal Life (IUL) policies and annuities for retirement planning and wealth creation.

Owner / Business Consultant

Steve Hillyer Consulting | Kansas City, MO

2022 – Present

- Provides expert consulting in commercial lending and real estate development, specializing in structuring financing for cooperative housing and multifamily projects (5–300+ units).
- Leverages an extensive network and deep knowledge of HUD programs, regional incentives, and niche financing sources to facilitate project success.

Military Service

First Sergeant (E-8), Retired / Combat Infantry Leader

United States Army | 1972 – 1992 (20 Years of Distinguished Service)

- Culminated a 20-year military career as First Sergeant (E8), holding progressive leadership positions from Rifleman to Drill Sergeant, Army Recruiter, Battalion Operations Sergeant, and Company First Sergeant (2x) of Combat Line Companies.
- **Key Assignments:** 3rd Armor Division (Germany), 2nd Infantry Division (Korea DMZ), 1st Infantry Division ("Big Red One") with 12 NTC rotations.
- **Desert Shield / Desert Storm:** Deployed as First Sergeant of HHC 2/16th Infantry. Led the Army's largest infantry company (450+ soldiers & attachments) and resupply field trains during combat. Key participant in the **Battle of 73 Easting** (featured on **The History Channel**) and the liberation of Kuwait.

Education & Certifications

- **Bachelor of Arts in Leadership and Workforce Development**, U.S. Army Command and General Staff College (CGSC) / Sergeants Major Academy (SGM-A)
- **Graduate**, United States Army Sergeants Major Academy | Ft. Bliss, TX
- **Graduate**, United States Army First Sergeants Academy | Ft. Bliss, TX
- **Associate Degree in Business**, Central Texas College
- **Licensed Real Estate Broker**, Kansas & Missouri
- **NACA Certified Referral Agent**, 2010 – Present
- **Licensed Insurance Professional** (Life, Health, Annuities), MO & KS

Personal Accomplishments

- **Audible Member 145 Titles 16 badges**
- **Personal Library of over 200+ Titles Personal Development Library: Avid listener and reader with a personal library of over 200+ titles**
- **Autodidact & Continuous Learner: Dedicated to continuous personal and professional mastery.**
- **Current Study: AI Implementation & Technology: Active study and practical implementation of AI tools for business workflow automation, market analysis, and executive productivity.**