

GREENWOOD

LAND COMPANY

INVESTMENT.....CONSERVATION.....EDUCATION

Don Webb

President

Don Webb founded Greenwood Land Company following a successful 20-year career in corporate America. His vision was to build a comprehensive land management company renowned for its approach and skill in forestry and wildlife practices, and today, Greenwood Land is recognized as a foremost authority on recreational land investment, ownership, management and resale in Southeastern and Midwestern states.

Webb's interest in the land business started as a leisure pursuit. While a corporate executive, he began spending his free time identifying and investing in land with unrecognized potential and discovered he had a talent for it. In 2003, Webb formed Greenwood Land, capitalizing on his passion and expertise in the areas of land evaluation, acquisition, development and marketing.

It is Webb's core belief that we need to leave this earth better than we found it, and he enjoys educating others about the process and nuances of land buying and ownership. As a result, he is frequently tapped as a speaker to share his knowledge and tips with those who are interested in learning more about purchasing land for recreational use or as an investment. He also conducts seminars for current land owners seeking to develop or sell their property.

Recently, Webb was commissioned to write the curriculum for a continuing education course about land buying and selling for real estate professionals. Webb will teach the course, which will cover the basics of land buying and selling, detail various marketing techniques, provide tips on negotiating land transactions, and explain how best to represent a buyer or a seller in a transaction.

Prior to entering the land business, Webb was founder and president of Integrated Technology Group, Inc., and served as president for Consul Risk Management, based in the Netherlands. In addition, Don held sales and management-level positions with IBM and C-Pak Software.

Webb graduated from West Georgia College with a degree in business management. He lives Columbus, Ga., with his wife Anne and their son Joseph. In his free time, Webb enjoys coaching his son in sports. He is a USA Hockey Certified Level 4 Ice Hockey Coach and a former director of the Columbus Youth Ice Hockey Program.