# Zachary R. Martin

**Nonprofit Executive | Business Development | Operations Leader | Juris Doctor**

Rapid City, SD 57701 | (307) 256-6257 | realzacmartin@gmail.com

| 118,000+ | $100K+ | $93M | 24+ |
|---|---|---|---|
| followers built for Kids Deserve Dads | raised in grants and donations | in sales across 387 brokerage transactions | families served through supervised visits |

## Professional summary

Founder and operator who builds organizations from zero and keeps them growing. Turned Kids Deserve Dads into a national fatherhood movement of more than 118,000 followers, raised over $100,000 in grants and donations, opened a supervised visitation center, and helped pass two Wyoming family law reforms. Before that, built a 14-agent real estate brokerage that closed 387 transactions and $93 million in sales. Juris Doctor and certified coach who brings strategy, legal reasoning, and genuine care for people to every team.

## Core strengths

### Leadership and growth

Nonprofit leadership and growth strategy, executive collaboration, board development, team building, coaching and transformational leadership

### Revenue and relationships

Grant writing, fundraising and donor engagement, business development, sales, partnerships, public speaking and media

### Programs, policy, and tools

Program design and facilitation, legislative relations and advocacy, legal research and writing, Microsoft Office, Google Workspace, CRMs, automation tools

## Professional experience

### Founder and Executive Director

Nov 2017 to Present

Kids Deserve Dads, a 501(c)(3), Cheyenne, WY and Rapid City, SD

- **Grew a national movement of 118,000+ followers** advocating for shared parenting, fatherhood, and family law reform.
- **Secured $100,000+ in grants and donations**; led proposal development, donor cultivation, and financial stewardship.
- **Launched House of Hope**, a supervised visitation center that has served **more than two dozen families**, giving noncustodial parents a safe, structured place to reconnect with their children.
- **Designed and facilitated 13 evidence-based fatherhood programs serving 142+ men** through the NFI 24/7 Dad AM and Key Behaviors of Fatherhood courses.
- Wrote, designed, and produced the **Fathering Foundations** online parenting course, built to meet the parenting-course requirements of 9 states.

- **Helped pass two Wyoming family law reforms (SF20 and HB71, 2018)**, expanding judicial discretion for shared parenting and lowering the shared parenting threshold from 40% to 25%.
- **Raised over $38,000 at the first banquet** and built grassroots momentum through statewide banquets, monthly events, and outreach campaigns.
- Built and led the board of directors and drafted all governance documents; coached one father from post-divorce crisis to full-time custody.

### Real Estate Agent

Jul 2026 to Present

eXp Realty, Wyoming

- **Secured and listed a $3.1 million luxury estate**: 393 Happy Jack Road, 35 acres on Granite Reservoir bordering Curt Gowdy State Park, with 12,566 sq ft, 11 bedrooms, and the lake's only private dock and boat ramp.
- **Built the full marketing engine**: positioned the property as a private lake retreat, launched a dedicated listing website (granitelakeestates.com) and got it indexed on Google, and wrote a 30-day launch plan covering listing portals, ads, and content.
- **Designed a national buyer-reach plan** that works through luxury and ranch brokerages, trust companies, and family offices on a 60-day budget under $3,000.
- Recruit and mentor agents into the brokerage through eXp's agent-attraction program.

### Leadership Team Member and Facilitator

Jul 2021 to May 2022, Dec 2024 to Apr 2025

Klemmer Leadership Seminars, Bandera, TX

- Led individuals and small groups through immersive leadership programs built on accountability, goal execution, and breakthrough results.
- Coached emerging leaders one on one to clarify their vision and lead with integrity; reinforced heart-centered leadership through live sessions and team calls.

### Owner and Managing Broker

Sep 2015 to May 2022

Platinum Real Estate, Cheyenne, WY

- **Founded and grew a brokerage to 14 agents** that closed **387 transactions totaling over $93 million**; one of the fastest-growing offices in Cheyenne.
- Built every operating system: policies, budgets, compensation plan (80 to 90% agent splits), payroll, commissions, and team training.
- Bought and renovated a downtown office building; rehabilitated 23 properties and managed 37 rental units, partnering with local housing authorities.
- Trained a successor broker in six weeks and sold the company intact.

### Sales Associate and Associate Broker

Nov 2011 to Sep 2015

Zac Sells Cheyenne (Coldwell Banker The Property Exchange), Cheyenne, WY

- **Closed 87 homes totaling $17.2 million**, ranking among the office's top producers for service and repeat business.
- Ran every part of the client relationship, from first home search through closing and yearly market reviews; built a referral-driven book through follow-through and plain honesty.

## Education

**Juris Doctor**
University of Wyoming College of Law, Laramie, WY, 2022

**Bachelor of Arts, History**
University of Wyoming, Laramie, WY, 2004. Attended on a baseball scholarship.

## Certifications, boards, and community

- Certified Facilitator, National Fatherhood Initiative 24/7 Dad
- Certified Conscious Parenting Coach, JAI Parenting
- Certified Life Coach, Klemmer Coaching Academy
- Certified Speaker and Leader, Maxwell Leadership
- CPR Certified
- Licensed Real Estate Agent (Wyoming); former Managing Broker
- National Parents Organization, State Board Member, 2024 to present
- Institute for Family Justice, Board Member, 2024 to present
- Children's Museum of Cheyenne, past Board Member
- Presenter, Americans for Equal Shared Parenting Conference, Washington, DC, 2019
- Cheyenne Chamber of Commerce; Kiwanis Club (2013 to 2018)
- Cheyenne Frontier Days and Board of Realtors, Public Relations Committees