



MICHELLE SHELTON

DESIGNATED BROKER/OWNER LIFE REAL ESTATE

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YOUTUBE
AcresSold.com



FACEBOOK
fb.me/yourlifere
fb.me/arizonahorsep
roperty/

WEBSITE
YourLifeRealEstate.com
AskMichelleShelton.com
FindHorseProperty.com

UNHINGED STRENGTHS

Michelle Shelton has an air of confidence for a reason. She has earned it. Michelle has the unique ability to “see” things not visible to others. This unique ability not only saves her clients thousands of dollars, it adds to the security of the entire process. Michelle masterfully manages the high emotions of home transfer. This allows her clients to fully trust her and place their confidence in her abilities which in turn makes for a smooth transaction.

As a top producing real estate broker, Michelle likes to run at a fast pace. Being an equine lover, she chose to specialize in Arizona Horse Property. Her clients love her ability to market their home online and get them the value for their horse setup. She does most of her own web work and has systems in place to put their home on over 1,000 websites as well as make it come up on the first page of google. This is very powerful when, according to the National Association of REALTORS®, 92% of all home buyers start their search online. Michelle has a proven pricing strategy that other agents are not privy to and her negotiations are at the top when it comes to dealing with pushy or aggressive salespeople or investors. In a nutshell: She has your back. She is not afraid to have a difficult conversation and actually prefers to get things out in the open through open and honest communication. Michelle sees the value you have put in upgrades and additions. Recently she had a client interview 4 other REALTORS® and they all quoted \$485K to \$500K on the list price. Michelle got them \$625K and worked with the appraiser on a value packet to make sure her clients got the most money they could from their home. If you are looking to get the most from the sale of your home, you will not be disappointed! Michelle has the Midwestern work ethic and the drive that comes with growing up in a family business. She was born into work and doesn't leave her clients hanging. On the buying side, her high sense of urgency gets people into homes when other agents can't. With Michelle, it's not just business - It's personal.

UNREASONABLE LEADERSHIP TRAINING

PSI Seminars 2007-2020

- Basic
- PSI 7
- Women's Leadership
- Pacesetter Leadership Dynamics Team 30
- Coach Pacesetter Leadership Dynamics Team 31
- Coach Pacesetter Leadership Dynamics Team 33
- Coach Pacesetter Leadership Dynamics Team 44
- Chief of Staff (Multiple times)
- Staff of Advanced Courses Northern California
- Facilitator Training Orange County

OUTLANDISH INVOLVEMENT & LEADERSHIP

2020 Vice Chair Arizona Regional Multiple Listing Service (ARMLS)
2020 ARMLS Strategic Steering & Executive Committee
2019 Treasure ARMLS
2016 - Current - Board of Director ARMLS
2017-Current Rules Committee ARMLS
2016-Current Appeals Committee
2018-2020 - Board of Director West and SouthEast REALTORS® of the Valley
2019 Director Arizona Association of REALTORS®
2016-SEVRAR Leadership Academy Graduate

ABSURD CONTINUED EDUCATION

Six plus National Conferences per year:

- InMan Connect
- National Association of REALTORS®
- NAR Legislative - Washington DC
- T360 Stephan Swanepoel
- COVE
- Clarity

Certified Negotiations Expert

Master Practitioner of Neuro-Linguistic Programming (NLP)

MAD SKILLS

Love of family
Leadership
Negotiations
Communication
Commitment
Vision
Love of People
Courage