

Real Estate Agent of the Week

Melinda Flynn

In today's roller coaster ride of a real estate market, an agent needs to be many things: organized, flexible, attentive and most of all, focused on the business at hand. Melinda Flynn of Coldwell Banker has these qualities in abundance.

With a master's degree in education and having spent six years teaching, Melinda came to Coldwell Banker with a plan of how she would accomplish her goals in the real estate world, and has set herself in the right direction to do so. With ongoing coaching under Buffini & Company, a world renowned real estate coaching group, and regular activity within the various educational sources available to Coldwell Banker agents, her dedication to her profession is never in question.

Melinda strives to not only give quality service to her clients, but to educate them about the ins and outs of all the processes involved from beginning to end of every transaction.

She firmly believes in empowering her clients with information, so that they themselves can make sound decisions whether buying or selling a home. Utilizing aggressive strategies, market resources and negotiating expertise, she pro-

duces quality results with the utmost integrity. In return, clients have shown their great appreciation for Melinda's hard work by sending referrals of friends and family to her. Referrals are 95 percent of Melinda's business, which is growing every quarter. She receives many referrals each month, and has recently hired an assistant to help with the details so that her business will run as smoothly as possible.

Melinda's relationships with her clients doesn't end with the closing of a deal, she maintains contact with her past clients through monthly mailers full of information that will benefit them, anything from remodeling a home to great places to vacation. She believes in creating lifetime relationships with her clients and constantly strives to show her appreciation for their trust in her, as well as making sure they know that she is available to them beyond the closing of a deal.

In her personal time, Melinda can be found out and about enjoying a run with her husband or studying Tae Kwon Do, for which she has recently earned a black belt. You can learn more about Melinda through her blog at www.melindaflynn.com,



Melinda Flynn

which also has loads of information available to prospective clients. Melinda is never too busy for more referral clients, so if you or someone you know is in need of a great real estate advisor, call Melinda today!

Melinda Flynn can be reached by phone at (310) 265-4222 or via e-mail at Homes@melindaflynn.com.