



## AGENT SPOTLIGHT:

# Shelli Klemke

By Cydney Fullen | MFO

When you think of Omaha, most people think of the heartland ... family values ... Warren Buffet. When I think of Omaha, I think of Real Estate and a rising Superstar named Shelli Klemke with Berkshire Hathaway Home Services. Prior to becoming a Real Estate Agent, Shelli pursued a career as a television reporter for Fox Sports Net in San Francisco and eventually returned to Omaha where she was born and raised. She entered the Real Estate business a decade ago at the age of 28. Within months of getting her license, Shelli was fortunate to attend the Superstar Retreat. She immediately joined Premier Coaching and has remained in the program ever since. Since that time, she has consistently grown her business more than 20% each year.

Recently, she shared her biggest lessons she has learned from Mike:

- Start every day at zero.
- Don't let my ego get in the way of my business.
- Always dress like I am going on a million-dollar listing appointment ... perception matters.
- Mindset is critical. My daily affirmation is, "I have more than enough for my family and my clients."

Because of her high level of customer service, much of Shelli's business comes from her Past Clients and Centers of Influence. She consistently prospects two hours a day and understands that this group is the foundation of her business. She treats her Past Clients and Centers of Influence with the care and respect that they deserve. Shelli is 100% coachable and comes to each call with a great attitude, thoughtful questions and is always ready to work. Like any good business person, Shelli monitors her Numbers Analyzer diligently. As Mike says, "the numbers do not lie," and Shelli and I use them to adjust her activities each week so she remains on track.

Her family is her number one motivation, making her fanatical about her schedule. In addition to running a highly successful Real Estate business, Shelli is a wife and mother of two young boys, ages 8 and 5. This Superstar agent rarely works weekends and her work day ends at 5 PM so she can spend quality time with family. With the support of one administrative assistant, Shelli will close 100 transactions herself in 2017 and her two Buyer Agents will close an additional 50 transactions. This highly efficient, productive and profitable agent is the definition of a Superstar!