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Hi -

As the sales and marketing director I'm given the privilege to share others the amazing services provided by entire team at Transaction Management Consultants. I also get to introduce Michelle Spalding, our Founder and CEO. She's known in the industry as the Virtual Fairy Godmother and has a genuine passion for helping real estate entrepreneurs find right tools, people and systems to successfully build their business. She's been featured speaker on many venues including on stage at large boot-camp events, regional association meetings, webinars, tele-seminars, and in radio interviews.

She's available for your show or event and her topic list includes:

- Today's Challenging Market – How To Successfully Manage Your Deals
- Who Was The Genius Who Said Realtors Have To Do It All Anyway?
- Time Management and Systems for Elite Real Estate Entrepreneurs.
- Leverage & Outsourcing – The Art of Multiplying Yourself to Get More Done.
- How to Swim In the Sea of Virtual Outsourcing Without Getting Eaten
- Successfully Managing a Team of Virtual Employees.

*Transaction Management Consultants or TMC for short* is a real estate transaction consulting company that provides complete back office solutions to Realtors, developers and real estate investors nationwide.

*Michelle says*, "My mission is to help as many real estate entrepreneurs as I can by sharing with them my personal experiences and successes in managing deals successfully from contract to close and running a highly successful business entirely virtually. I love what I do and am very passionate about helping others achieve the level of success they desire and enjoy more free time for personal activities as well.

Michelle can provide your audience with fresh information delivered in a fun and informative format. Contact me and let's get something booked soon.

Sincerely,

*Tomie O'Neil*

Tomie O'Neil



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## **Michelle Spalding, Bio**

Founder/CEO of Transaction Management Consultants(TMC) which she created to fill a genuine need in the real estate industry. Prior to opening TMC, Michelle worked as a paralegal for about 10 years in a very busy real estate law firm in Downtown Orlando, Florida. After obtaining her Real Estate License in 2001, she decided to give sales a whirl. Her first year in sales was very successful, so successful; in fact, she knew that to take her business to the next level, she'd need help.

Realizing that she wasn't the only one who struggled to find a balance between prospecting, lead generation and managing her files she knew there HAD to be a better way. Although there are many great computer programs out there that could have helped, Michelle knew that some things just couldn't be left to computers. She also knew that having an assistant to take and make the calls needed to follow-up on her transactions would free her up for more business building opportunities. She also saw that hiring one was a huge responsibility that like many she wasn't up for just yet in being so new in the business. Seeing a real need for this type of service, she went to work formulating a way to bring top quality coordinating service to Realtors and investors.

In 2005, she founded TMC on the firm belief that outsourcing is the smartest and most efficient way to grow a real estate business. Since then she has assembled a team of some of the nation's best coordinators who keep busy helping Realtors, Investors and Developers coordinate their listings and contracts. TMC proudly brings technology together with the outstanding service to provide it's clients with a resource to help them focus on building their business, not the day-to-day activities involved in their deals. Their clients stretch all across the USA.

Michelle is known by many in the business as the Virtual Fairy Godmother and often consults with small businesses helping them find virtual resources as well as developing systems to grow their business. She also speaks nationally to various groups on the systems and strategies she has created to effectively manage real estate transactions and a variety of other topics.



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**Recent Speaking Engagement List**

Virtual Investing Seminar, New Orleans Hosted by Chris Daigle and Chris Chico	March 2008, June 2008
Real Estate Radio USA	April 2008
EasyHUD.com tele-seminar	September 2008
Virtual Real Estate Investing tele-seminar Duncan Wierman	May 2008
Virtual REO Investing Sam Bell and Mark Jackson	February 2009
Keller Williams Training Central Florida (various offices)	2008, 2009, 2010
REO Gold Mine Seminar, Atlanta Hosted by Sam Bell and Mark Jackson	June 2009, Sept. 2009
Sarasota Real Estate Investors Association	November 2008
Port Charlotte Real Estate Investors Association	February 2009
Miami Real Estate Investors Association	June 2009
Central Florida Real Estate Investors Association SubGroup Meetings (3)	2008, 2008
Winter Park Investors Resource Center	June 2009
Woman's Council of Realtors New Orleans	April 2010