

Success by Women On The Move Design



Born in Denver, Colorado into an Air Force family, Michelle Spalding learned early on in life, the benefits of asking for what she wants. At the tender age of three, Michelle was a perceptive fundraiser. Her goal was to own a bike, so she developed a plan to present each guest that entered her home a Mickey Mouse bank, she would then tell them her story of how she wanted to own a bike, needless to say, within a very short time, Michelle had accomplished her goal and was riding her brand new shiny bike.

Today, Michelle Spalding, President/CEO of Transaction Management Consultants (TMC), is one of the only companies in the country that specializes in providing the "back-office" administrative function for the Real Estate Industry from a single location.

After working for a law firm in Downtown Orlando for over eleven years, Michelle had a vision of making real estate transactions easier on the buyer, seller and the agent. As a Licensed Real Estate Agent, Michelle sought a way to bring everyone together and alleviate the stress often associated with the process that she knew all too well, and gave birth to Transaction Management Consultants, (TMC).

Michelle recalls working for the law firm and constantly looking for appropriate software to make her job easier, to the point that she would often make suggestions to her boss to no avail. Having this strong will to do more and be more efficient, Michelle continued to research software applications. "I saw a need and knew that I was very good at what I did and could bridge the gap between the client that doesn't understand real estate and the Realtor that does understand real estate and not servicing the client because they are busy working the job".

For one year I researched, strategize, and sat on the fence. I had a very good job, made good money, more than I make now, but I knew in my heart what I wanted to be. The attorney that I worked for used to tell me "You won't ever make any money by working for someone else". Therefore, I reminded him of that when I gave him my two months notice.

The determined CEO, continued to look for something that explained, simplified, and summed up how she would take real estate agents from contract to closing with efficiency.

The results is Transaction Management Consultants (TMC), over 20 years of combined experience in the Real Estate industry, managing the details. Using State-Of-The-Art technology TMC provides simple solutions to assist our clients in the process of transaction management. Our online software allows our clients to have access to their files 24/7 from anywhere in the world.

When asked about challenges, Michelle highlighted, a motivating mentor, accountability and access to capital.

Her words of advice: "If you are wearing out the seat of your pants before the sole of your shoes, you are spending too much time in the wrong place.

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