

TOP AGENT

MAGAZINE



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Corinne Spada always had an interest in real estate. After spending fifteen years as an office manager in Princeton, New Jersey, she decided to go back to school to get her Realtor's license. "I started out part-time as an agent while working full-time at my other job," she says. "Then I started getting busier so I made the transition to becoming a full-time Realtor." Corinne is a Realtor at

Keller Williams and she serves all of Monmouth and Ocean Counties, Jackson, Howell, and Farmingdale in New Jersey.

Nearly half of Corinne's business comes from repeat and referral clients. "I have some new listings coming this Spring, and my referrals are starting to build," she says. What keeps clients coming back to Corinne is her dedication to providing unmatched customer service. "I'm always available to my clients 24/7," she says. Clients remember Corinne for her reliability and for the personal nature in which she conducts business. "If they have a problem I'll go over to the house to assist them," she says.

Corinne stays in touch with her clients through phone calls, texts, and social media as well. "If they have social media, we're friends," she says. Corinne also enjoys sending out holiday cards and gift baskets to her clients. For marketing, Corinne employs a variety of methods including flyers, Facebook, Twitter, and Instagram, and LinkedIn ads. "I also put my open house listings in the Sunday Paper." Corinne offers virtual 3D tours, professional, and drone photography for all of her listings.

Corinne says her favorite part about her job is getting to see the look of joy on her client's faces at the end of a transaction. "I like being able to help them. I do a lot of first-time buyers. I love giving them the keys to their new home and educating them along the way," she says. "I also really enjoy getting out there to do the open houses and meeting all the people in the neighborhood."

Corinne likes to stay active in her community and she is a participant in Restore the Shore, an organization that benefits victims of Hurricane Sandy. "We provide clothing and we help build houses for those in need," she says. As an animal lover, Corinne also enjoys volunteering at local animal shelters, where she helps to re-home animals. "Our company, Keller Williams puts on an annual charity event called Red Day," she says. "That's really fulfilling." In her spare time, Corinne

loves visiting the Jersey Shore, and enjoys an occasional trip to Atlantic City. "I like to travel, I'm really interested in photography, and cooking."

In the future, Corinne looks forward to expanding her business and her team. "I want to expand my growth and my sales. I have a good business plan in place and I'm really looking forward to my continued success as a Realtor," she says. Eventually, Corinne plans on relocating to Las Vegas, where she wants to continue her work in the real estate industry for as long as she possibly can. "I hope to get my broker's license and open my own brokerage in the future."

Corinne recently made the NJAR Circle of Excellence for 2016. She is also a member of the Keller Williams Agent Leadership Council, and she is a mentor to new agents, as well as a Keller Williams Technology Ambassador.



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