I just wanted to Let you know, it is with great pleasure to announce I have joined **Shankle Real Estate** in Monterey. It is a new chapter in my career path and I am so proud to be part of the Shankle Family as they have been in business for 57 years and going strong. As a real estate agent, I take pride in helping families, friends, neighbors and colleagues buy or sell a home. I have always been passionate about real estate and truly enjoy doing it. Real Estate is in my blood and has been a family tradition for the Spataro Family  since 1969.

Recently a client asked, what is the best way to refer people to you whom I care about? The reason she asked was that in the past few weeks, she had recommended a friend and two colleagues to me. I asked her the names of the people she referred. To our surprise, only one of the three had actually contacted me. The advice I gave her was to call me directly whenever she knew someone who could benefit from my service, and we could discuss the best way for me to connect with her friends and family.The good news is, now my client is calling me directly whenever the people she cares about need my service. The result is that her referrals are getting the advice they need to make the wisest real estate decisions and prompt service.

When you want to refer a family member, friend or colleague to me, simply call me directly so we can discuss the best way for me to contact them.  Remember, a referral is sending someone you care about to someone you respect. I can be reached by phone at 831-320-0201 or email at michelle@shanklerealestate.com.

Thank you in advance for your consideration as your choice of Real Estate professionals and I look forward to working with you and your family and friends in the near future.