



MEET YOUR FACULTY

Michael D. Valenti: Since 1989 Michael has been an international speaker and trainer.

With over 35 years of real estate sales and management experience Michael has developed a personal philosophy and style that placed him in the high producer category in every sales situation. He was a consistent top listing, top sales and top gross closed commission sales associate for a national real estate corporation averaging 70 listings per year. He has owned and managed 4 award winning real estate franchise offices.

Michael is a speaker who “tells it like it is” with his no nonsense, down to earth approach. His Coaching and Mentoring program has an exceptional track record for helping Realtors increase their personal productivity, achieve their goals, as well as encouraging participants to go after what they truly want out of life.

Michael will share his humor, style and his unique concepts that made him a consistent top real estate producer. He will share with you the keys to maintaining that “winners edge attitude” that he has shared with over 2500 audiences through the United States and Canada.

He is originally from Chicago. Educated in Business and Psychology, he is a Senior GRI Instructor for modules #101, 312 & 315.

He resides in Scottsdale, Arizona.

MODULES: 101, 312, 315

YOU CAN REACH THE INSTRUCTOR AT:

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The GRI curriculum prepares the graduates to conduct business in the Arizona residential market to meet the needs of clients and customers.