

# The ONE Realtor You K.E.E.P.

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**K**nowledgeable  
**E**xperienced  
**E**ngaged  
**P**rofessional

**Knowledgeable:** Market Savvy & Industry Educated with 8 Real Estate Designations

**Experienced:** Representing Luxury Estates to Foreclosed Properties since 2006

**Engaged:** Full-time Realtor Serving on Local Realtor Association Board since 2014

**Professional:** Focused Communication, Negotiation, and Strategy for YOUR Success

REALTY**ONE**GROUP

# Melinda T. Bishop-Morfin's Professional Profile

## Experience

- Licensed since 2006 serving areas of Flagstaff, Bellemont, Parks, Williams, Munds Park, Mormon Lake, and Happy Jack
- Specializing in residential resale, all types of properties including rural large acreage estates and golf community luxury homes
- Represented National Bank of AZ during 2009-2012 for their REO properties
- Served as Local Association MLS Chair 2014-2016 in helping to create better HOA format for truth in advertising requirements by agents, and ongoing development with USGS, Mojo Mapping Co, and FLEX (MLS) program for a detailed map feature in the MLS to overlay features of areas and regions of northern AZ
- Serve as Board of Directors 2017-2018 and MLS Committee to help bring more education, technology, and higher standards to the Realtor profession and to our members

## Education & Designations

- Accredited Buyer Representative (**ABR**) for specialized techniques for working with Buyers
- Broker Price Opinion Resource (**BPOR**) for understanding and accurately estimating property's market value
- Certified Distressed Property Expert (**CDPE**) for knowing how to list, sell, and prepare Client's for short sales and foreclosures
- Graduate of the Realtor® Institute (**GRI**) for demonstrating the most thorough real estate educational and training program
- Master Certified Negotiations Expert (**MCNE**) for negotiating best strategies to obtain Client's advantage in every situation
- Residential Certified Risk Management Specialist (**rCRMS**) for identifying and avoiding risk in every situation
- Short Sale and Foreclosure Resource (**SFR**) for performing the correct task and processes of short sales with all parties
- Seller Representative Specialist (**SRS**) for specialized techniques for representing Sellers and their properties
- Numerous Leadership Training events by the National & Arizona Association of Realtors 2008 to present
- Associates of Science Degree 1996-1998 with continued science and business emphasis at Northern Arizona University

## Honors & Achievements

- Consistent Multi-Million dollar Top Producer, Russ Lyon Sotheby's International Realty President's Club Award 2017
- Northern AZ Association of Realtors Distinguished Service Award 2016
- Trulia/Zillow continually designated as "Pro" with Marketing Awards in 2012, 2014, 2016
- Realtor.com "Excellence in Marketing" Award 2010
- Summited Kilimanjaro at 19,431' in 2017, and became first female in 336 guided summits to continue further to its caldera

# Melinda's Personal Profile

## Objectives

- To provide exceptional service to my Client's so that they have a comfortable and confident real estate experience
- To increase the knowledge and preparedness of myself, as well as my Client's, and for the entire real estate community
- To promote and encourage a better understanding and awareness of the real estate process
- To live fully and in balance with health, family, and my experiences to obtain as much wisdom & happiness as possible

## My Philosophy & Character

- To Persevere through any challenge, I'd rather fail until I succeed than to give just up trying
- I am an Optimist that approaches issues with a realistic approach without limiting options to find the best solutions
- I understand and prefer that success is earned, not given
- I enjoy a challenge as it is what allows for my best opportunity for growth
- "Nothing seems impossible until its done", Nelson Mandela

## Bio

- Born and raised in Atlanta, GA, leaving in 1995 to pursue education and all things Arizona
- Happily married since 1999
- Proud mother of Azaryus, son (born 1999) and Theadora, daughter (born 2002)
- Fastpitch Softball Pitcher, mid-fielder, and catcher 1985-1995
- Fastpitch Softball Coach 1998-2008
- Hobbies include travel, hiking, learning new cultures, and experiencing fun with family
- A Nutrition, Heath and Outdoor Enthusiast
- Community & charitable involvement from youth sports & education to fundraising events locally and internationally including BASIS teacher fund, Boys and Girls Club, Service Dogs for the Deaf & Blind, Sierra Club, American Cancer society, St. Jude's Children's Hospital and more



## A TEAM OF PROFESSIONALS

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Melinda T. Morfin, ONE that comes with a Stellar (*and Stealth*) Support Team

- LINDA RUSSILLO, TRANSACTION COORDINATOR
- LORY OWSLEY, OFFICE ADMINISTRATOR
- ANNETTE KERSHNER, SUPPORTING AGENT
- LYNN CRAWFORD, SECOND SUPPORTING AGENT

**I simplify and ensure better accuracy and diligence in the real estate process by being the **ONE** point of contact with the support of an incredible team. You'll only need MY contact information and correspondence, not several to get a response to your needs or concerns.**

# What Sets Me Apart

**Communication:** I am engaged with you and all parties constantly in every aspect of the process. I explain the details and offer tools for support to ensure your understanding of the process is as informed, prepared, and as confident as possible. It's important that we ALL know *what* we ALL know. I will be in frequent & consistent contact with you via a phone call, text, email, spreadsheet, etc., which will also allow for a less stressful experience.

**Negotiation:** I am very detailed oriented, cautious to identify risks, and persistent in nature. I am an even *better* advocate for those who rely on me. I want my Client's real estate experience to be successful and I don't mind the challenge of working hard to ensure it. My MCNE (Master Certified Negotiations Expert) training has made me better skilled for how to successfully negotiate for my Client's preferences and advantages

**Strategy:** I am experienced in several types of transactions, each presenting many different challenges with the market, the property, and the people involved. My resourcefulness, diligence, and thoroughness allows me to better navigate through the variables *systematically and diplomatically* to provide successful solutions.

# CLIENT TESTIMONIALS

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“ Melinda is by far the most knowledgeable and effective agent we have worked with. She is the consummate professional in all respects and represents with an honest forthright with the brilliance of what a talented and competent Real Estate broker should be. ”

~Fred Miles 2009 & 2015