

A black and white photograph of a woman with long, wavy blonde hair, smiling and looking to her left. She is wearing a dark business suit consisting of a blazer and trousers. Underneath the blazer is a light-colored button-down shirt and a dark tie with the text 'mls-girl' repeated vertically. She is standing on a dark floor with light-colored wooden planks. The background is a dark, textured wall.

mls-girl

MAKE LIFE SIMPLE

It all started behind the scenes, where the details became the foundation for everything that followed

Before MLS-Girl became a transaction services business, or before I ever imagined teaching classes to help others manage contract to close or start their own transaction services business, it began with me learning real estate from behind the scenes.

I entered the real estate industry around 2000 as an assistant. That position gave me a view of the business that many people never see.

I learned how much happens after the contract is signed. I saw the deadlines, documents, conversations, follow-ups, and small details required to keep a transaction moving. I also learned how quickly the process could become overwhelming when there was no clear system in place.

In 2008, I became a licensed Texas real estate agent. My experience as an assistant stayed with me and shaped the way I approached every transaction. I understood the agent's responsibilities, but I also understood the structure and support required behind the scenes.

That perspective eventually led me to create my own transaction services business, MLS-Girl, with my tagline standing behind my mission of making life simple for the agent and the agent's clients. I began independently, developed my systems through real transactions, and built processes that could be repeated without losing the personal care each transaction deserved.

MLS-Girl was created from that complete journey.

After working independently for approximately five years, I expanded and built a team. The systems allowed each person to follow the same process, maintain the same standards, and confidently manage their own workload.

Over time, my experience as an assistant, licensed agent, transaction coordinator, business owner, and team leader naturally led me to teaching.

I developed my own contract-to-close curriculum, submitted it to the Texas Real Estate Commission, and received approval for 10 hours of continuing education credit.

That curriculum was not created from theory. It was built from years of managing real transactions, developing systems, leading a team, supporting agents, and understanding what people truly need to know to confidently manage the process.

I do not teach contract to close from only one point of view. I teach it from years of working inside the process—and from knowing how to take a complex transaction and make it simple for everyone involved.

Every person has to start somewhere.

This is where I started.