

## GDL Shelton Wilder

Oh well welcome back to Good Day Live I'm Michelle Mira along with Kyle Trueblood and the Shelton Well also to Carrie Bradshaw of real estate Ok Again up again Uh this is a clip from your Instagram which I had to share on our show Your parents is looking fabulous Thank you Thank you Thank you I mean yeah style this all by yourself Oh no I sorted out an entire photo shoot with a stylist a stylist a photographer an assistant hair and makeup I did it all from Instagram I mean I figured it out Yeah Yeah you look gorgeous and you look gorgeous now Um It's so true Like when I saw it I just got like all the all the feel Oh well yeah I got all the field I just wanna read a little bit about you because I wanna just like this is just amazing and just over six years as a real realtor but many more as a serial entrepreneur in marketing fashion entertainment You've achieved a staggering \$350 million in total sales Putting you at the top of 1.5% of realtors nationwide You were nominated for entrepreneur of the year by the L A business journal named Real Estate All Star by L A magazine and including in Forbes top business professionals to look out for in 2022 Um Yeah you specialize in luxury residential and commercial properties in Brentwood Santa Monica the Palisades Malibu Marvista Venice Are you thinking of where you wanna live Mar Vista Venice Beverly Hills and um you'll travel anywhere where your clients have interests Yes that's amazing That's it I mean that's real estate So how did you get into real estate Oh wow So I was a fashion stylist before So that's why I kind of bring that into my everyday world But I just kind of I had my I had a clothing line before It was a stylist and then I got the click and I just was like oh I think real estate would be great because I have a love of people and helping them And so I was basically in their homes dressing them seeing them naked It's a very intimate situation I was like well what else could I do I'm like well sell their home and it's and I I what I love is helping clients build wealth and it's such an important position I feel like to be a part of their journey with your clients and it is so intimate because you're seeing their money their homes and you know be on that journey with them So I I feel like it's a privilege to get to do what I do I literally said when I'm ready I'm coming to you Oh my God We would have so much fun so much fun We will get all dressed up and we'll do a photo shoot together Of course that's what we do That is so cool I love that So you um you had your own brand Um And then it just it sounds like it was just like a perfect marriage between fashion and real estate Yes Well basically what I had done

before I had a concierge business before luxury lifestyle management So I took all the knowledge from businesses that I had before and I decided to do real estate I realized it's not like a lot of realtors They'll sell a house and be like where are we going on vacation I'm like oh no no no no you take it and you put it back in So I knew that you that I had to keep you know building and building and I wanted to grow a team and I knew that from the very beginning So you know I consider my I'm the an entrepreneur It's not just a it's not just a it's a it's a full business that I'm running like as a CEO Yeah So that's kind of the the different spin on it And then really just the whole client experience is so important to me I mean I have an entire assistant just dedicated to gifts to gift giving So Katie is the um philanthropy liaison and gift giver I mean so and she just kind of like like the concierge to my clients too So yes yes it a terrible gift giver But if you want to give me a gift any time don't think you're not getting a gift So thank you I'm sorry sorry bad gift receiver ar Oh yeah you freak out I'm kind of like you know Yeah yeah I don't I don't like receiving them Like I'm like Shelton Santa my birthday's day after Christmas I love giving gifts But like when someone brings me something too I'm really awkward shit I was a gift news to me like we literally we literally just play this game That's where it came from It's called um Fair Play and it's it's for couples We're not couples but we're a work couple Yes Yes And it's called create plan execute So you pull a card and then it's like one of the cards we got was a birthday and I was like wait how what did you do for my birthday Oh see Yes I was like uh I showed up to work Well I'll tell you next year there will be something really good with the seed planted You can call me I've got an entire system for you You're great Your presence is your gift to this show This is very true I love your energy together You guys are amazing Thank you I love your energy right back at you You you're welcome When I was doing research about you I I literally fell in love while I was watching like the passion and the joy behind what you're doing And even when you were talking I think it was your associate that um your business partner that you're working or somebody that you're working with and talking about how the news likes to focus on so much negativity Oh yeah Oh yeah I call it the Negatron and we only live here in the Positron I'm in the Positron bubble over here and we I do I honestly really don't watch the news too much because it's so everything's spun around and made to just click bait Like what what does what do people want to see And I just think that there's so much good in the world and we're only focusing on the bad So yeah So that's kind of we want to change the script

around and and and complete and same thing with what they're talking about with like real estate news and how oh my gosh everything is crashing Everything's fine It's like no it's not We have we have four Escrows this week Clients are very happy that they're going great So yeah busy week and and and it's always it's always that way and we can you know so much goods coming out Yes I love that So which year did you get into real estate Uh after that mortgage bubble or Oh yes Yes So I I got my license in 2015 but I really so I was in my second trimester with my second son and I was like wow I guess I'm gonna take the test now I passed it So it was good So I really didn't kind of start till that till that next year because I was kind of you know I was I was a little bit busy So you know now I have a six year old and an eight year old So that's why I can always remember I'm like about six years in business So so that's that's where I am so far and and and II I love it and it's just gone so well I think people are craving some positivity Yeah Really You know there's so much craziness out there So so we been able to kind of focus on the the good part about you know buying home It can be very stressful That's why buy and selling a home That's why I call myself the real estate therapist because that's really the job you know just kind of walking through and holding their hand and and emotionally helping as well Not just like sign the document do this do that It's like oh my gosh this is so you know let's like walk it through and and we have a lot of systems help to keep things in place So yeah I mean and that's why I have a lot of extra help because there's a lot of things to do I can't be all the places at one time So I kind of have like many shelters They're all you know like yeah like we all have similar personalities because you don't want to work with someone and then you're this personality and then you're like well so and so showing up and they're totally different I'm kidding I'm kidding I'm not kidding We're we're the yang to the if he was too bubbly it wouldn't work Oh that would be totally off That's like that's like if if my husband no we're getting ya Oh no Clark Oh yeah It's like this is like oh yeah this one and he he yeah he's an attorney He's like you know sweat lawyer you know just doing this deal and he's just coming in and he loves me with the kids and I'm like you know I mean if there's two competing that would be so awkward So how did the two of you guys meet We met three friends and it's it was pretty quick We were engaged within seven months and then I got pregnant and I was like well we're getting married I'm gonna be like it was it was great We had a the whole plan and yeah it's it's been it's been great So we've been married about a little over nine years and then we have our our kids and yeah thank you I love your

energy so much and I'm sure your clients do too And I think it's so much I mean I haven't bought a house yet but I will you will because you're gonna you're gonna build in the process of building wealth especially with this show Um But like you guys are killing it Thank you Thank you We love this show so much uh kind of piggyback on what you were saying The Negatron You are the positron too I feel like I came in here and I was like oh my gosh this is this is what we need This is it Yes so serious Seriously because there does I mean nobody needs to focus on all of the other There's so much good happening there's so much good happening We want to promote all the people that are doing great in the in the world in L A and you know bring all the you know everybody in L A too lately have just been talking about all the homeless and the crime and it's like there's still so much great going on and we need people like you to keep us there Your focus on human relations is so positive Uh Can you tell us what you and enjoy what I keep yourself Oh my God Oh my gosh somebody else just asked me that And the thing about me is that if there was like a Richter scale of the most the so there's introverts and extroverts I don't even have like a 0.001 of introvert I am like on the other side of the extrovert scale like beyond beyond So I I don't need any alone time I don't need me time I need we need we time So I get the energy from other people And so and so I'm a Capricorn so I'm like the craziest worker bee of all time So workaholic and that I don't think that's a bad work It's not about and I work seven days a week and that's why I say 25 7 or 25 8 I mean I've just made up made up days and hours of the time of the day because you know constantly working But it's because I love it it doesn't feel like work It it feels fun and it's and it's helping people And so that that's where I get my my energy really And then and then you know I exercise and I try to eat Ok I had a on the way here I was like oh I think I need to eat today I was like oh gosh And then but but II I love being with the kids I love going you know to think to that's if if everything stopped that's when I would be like that's when I would have a harder time you know So the fact that I'll have 100 text messages like after this hour being here I that makes me happy Some people would have a panic attack and they would like lose their mind But that gives me joy and that I'm like being of service and I'm needed I I like that and I have five siblings so I'm the oldest So I like a lot of people around So So I think that that's that's true It's like you have to kind of look at your um family history and the way that you were the way that you grew up and that can really help you to shape you know what kind of job or position or career that you want it So it does with me that's why I knew I wanted my

own team That's why I never joined a team because I knew I wanted my own and to grow from there with that and then everybody it's been attraction rather than promotion I mean people have come to me and it's so fun because it's like it's like the energy and like attracts like yes I see that I feel that I feel like I'm looking at a soul sister You feel everything that you're saying I'm like yeah I mean it's so funny once the show raps I'm here until like eight Yeah Can you put together for me It looks like that show This is so great I'm like oh yeah No but I love it And it brings me so much joy and it goes back to like what's my why And it's to connect and put out good content bring on great guests and just just keeping nothing but uh positivity and great vibes Like one of my big lies is to just like like the power of joy and laughter can heal so many One of my one of my mega like checklist like goals for the show is to broadcast in like a children's hospital or broadcast like in you know any hospital just because I know people want to connect and they want they want to you know connect with someone to be a person for them Yeah Well that that's our that's our big to at the Shelton Wilder group So we are we're actually filming some things coming up and it's very exciting our own sizzle reel and basically it's just there's a lot of shows out there with with realtors and they're great and they're crushing it So I've never anything to say about I'm not a hater I'm always like yes everybody win But I think that there is room for a little bit of a different take And so showing about how because sometimes realtors don't get the best reputation you know So we want to show how we are being we are giving back to the community And so it's like every time that we work with a client they get to pick the charity that they want to get back And then part of our commission goes and we will surprise their charity or their person or Yeah So that's like a big thing that we're doing And we have a big event at Alexandria House and that's an incredible organization that we're working with And so it's just different charities all the time So it just shows that you know it's something a little different Yeah No I love it You're you're just I'm just a fan Um um where can people find you I know we already have we have uh your Instagram up here that's your camera right here Plug away anything you want Ok So basically it's Shelton Shelter Water States or Shelton Wilder dot com I think I'm the main one out there So if you can find me on my website or Instagram would love to connect or tiktok So looking forward to connecting Bye Thank you Shelton And um yes for more information go to at Shelton Wilder Estates Um follow her on Instagram She is going to make you feel so good by just looking at her Ok Thank you for watching and we'll be right back