

» rising star  
By Jake Riley

# Amy Spillman

of Century  
21 Scheetz



## *Full of “Surprise & Delight”*

Amy has recently become an agent, and she began earning decorations quite quickly. She boasted: “I was ‘Rookie of the Year 2019’ at Century 21 Scheetz, and I have to admit, it felt pretty dang good as my first true entrepreneurial venture!” She also has achieved two “Heavy Hitter” months in which she closed over one million dollars’ worth of real estate in one month.

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Although she just recently became an agent, she said that she has been in some form of sales for her entire working career, spanning 13 years. “I sold newspaper advertising in college and most recently was Assistant Vice President of Business Development & Innovation at Simon Property Group for almost eight years,” she said.

Clearly, Amy has always had a knack for sales, and when asked why she became an agent she responded, “I’ve always had a strong entrepreneurial spirit, and was encouraged by a strong female leader that I admired to pursue my spirit when I was at a crossroads in my career. I’ve always had a passion for people, homes, and deal-making, so it felt like a smart move.”



In following her passion, she has reached many levels of success. However, we all define success differently. This is important to Amy because she defines success not as a final destination, nor is it something measurable to others. “It’s achieving your goals, realizing the dreams you have for yourself, and being proud of your accomplishments.” Luckily, Amy has many accomplishments to be proud of!

Amy realized that working as a real estate agent would be a chaotic line of work. We asked her what her typical day looks like: “REALTORS® don’t have ‘typical.’ I learned that very quickly! Every single day is different, whether it be a fire to put out on a deal, a new client to emerge, or a day where you can finally come up for air. Nothing about this industry or lifestyle is ‘typical,’ but that’s what keeps it interesting and exciting!”

She distinguishes herself from her atypical world by being resolute in her contracts and negotiations. “I can navigate challenging situations calmly, and my clients can rest assured they’ll be supported and protected. **Mama don’t mess around!**” Amy is proud of her ability to navigate the situations for her clients, as she knows buying/selling a home can be incredibly stressful. Her top priority is client satisfaction. “‘Surprise and delight’ is a motto I apply to my business and feel truly differentiates me.”

While a lot of the working world relies on coffee for everyday engagement, Amy says that “accepted offer phone calls” and “introductory meetings” with new clients keeps her engaged and excited to continue her work. Amy loves people, and “finding ways we relate” is her passion. Amy is lucky to have “an extraordinary husband” who provides “just the right amount of love and pushback” that she needs. He is a proud “girl dad” to their two little girls, ages two and four. “My two little ladies are exceptionally lucky to have him.” They also have a cat whose “contributions are questionable.”

Finally, Amy supports several pediatric cancer research organizations. “It’s a cause close to my heart as one of my dearest friend’s daughter, who is the same age as one of my girls, has been fighting cancer since she was just 15 months old.” To Amy, “Doing the right thing is always the right thing. I’ve built my business on integrity, and I strongly believe in its value. Trustworthiness is tantamount in business.” As a strong real estate agent of integrity, Amy has significantly impacted her community.