

TOP AGENT MAGAZINE



CAROLE SCHIFFER

With a past career working as a professional fundraiser, Carole Schiffer has many connections all across the world. Combine her social network with her love of architecture and design, and it seems only natural that Carole made the shift into real estate. When asked about her career transition Carole stated, "I had a friend who was working part-time as an agent, and she was very successful. So I thought, 'If she can do it, I can do it.'" It was thirty years ago that she studied for and received her license. Carole shared about the launching of her real estate business, "I was very lucky. From the minute I started in the business, I was one of the top producers, and was selected as the Rookie of the Year for my first two years in the business." Her first transaction occurred just two months after she entered the industry. It's safe to say she hasn't looked back since, and has only continued to exceed expectations. Today, she's with Coldwell Banker's Brentwood office in West Los Angeles, and is currently in the top 6% of Coldwell Banker's agents throughout the entire country and serves a wide variety of clients!

Carole has a team of people working with her to make reaching her clients' goals easy, including a full-time assistant, a marketing consultant, and a social media consultant. She works hard to make sure all needs are exceeded, ensuring everyone's happiness. "I have a strong philosophy about being part of a team working to accomplish my client's needs, as well as the other agent's clients' and reaching a common goal which is to have happy and satisfied Buyers and Sellers," Carole explains.

She also incorporates charity into her business, as she understands the importance of helping others and giving back. "I donate a percentage of my commission to a charity of my client's choice, in their name. My clients appreciate this philosophy and understand I am not just there to make money, I'm there for them," she says. She sees her clients as family members, treating them with respect, patience, and care, and as a result they become Carole's clients for life. As a mentor, this is something she also teaches fellow agents to do.

Carole's clients truly appreciate the time they spend with her, as she consistently goes above and beyond to please them. One recent client said, "By our choosing the right realtor

– Carole Schiffer – it was a remarkably pleasant experience throughout! Carole's professionalism and attention to detail far exceeded our already high expectations. When we decided it was time to downsize and move from a two story nearly 4,000 sf townhouse to a one floor condo in the range of 2,500-3,000 sf, we knew we had to find a realtor who would work with us as though we were her only client. From the moment we first met with her, we knew we had made the right decision. We became a team – with Carole as the lead. She always kept us informed and guided us through various issues and impediments as they developed. Saying she went 'above and beyond' would be an understatement."

In addition to giving back financially to various charities, Carole also gives back through volunteering. She was born and raised on the Westside, graduated from UCLA and has been a resident of Bel Air Crest since 1992, when the community was founded. She serves as the Secretary on the Bel Air Crest Master Association Board of Directors for the Homeowners Association, serves as chairperson of the Landscaping Committee, is co-editor of the community newsletter, the Crestline and is the Social Director for the community. Carole is on the boards of the Century City Chamber of Commerce and the Art Council of Century City Chamber as well as its Foundation, and is involved with the local art world especially in the world of glass, specifically Studio Glass.

As Carole looks towards the future, she is excited to continue expanding her horizons. "I love growing and learning. Those two aspects are so rewarding."



For more information about Carole Schiffer of Coldwell Banker, please call 310-442-1384 or email ceschiffer@aol.com