



**JESSI SGARLATA**
real estate speaker & coach

Course Offerings

Course Offerings



- **Good Gossip**
1 hour
3 hour
- **10 Steps to Building an Elite Team**
2 hour
- **You're a Boss**
1 hour

All courses are available for in-person or virtual

Course Overview: Good Gossip



This course is designed for seasoned agents and newly-licensed agents alike. It provides real estate professionals with a deep understanding of the core standards of practice that result in higher levels of professionalism and production. Agents will be given the tools to create, sustain and systematically run a referral-based real estate business with a foundation in client care.

Course Overview: 10 Steps to Building an Elite Team



This course is designed to provide seasoned agents with the necessary steps to build a team that is an extension of them, thus, delivering their clients the same service expectation they've become accustomed to receiving. Once the real estate professionals have built a sustainable business as a solo agent, they often ask the question, "What now?"

Agents will learn the steps on how and why to create a team, how to find exceptional talent, how to retain that talent, and how to systematically run a successful real estate team with a foundation in ethical business practices. Participants will engage in collaborative interaction, practice with role playing and be assigned homework and exercises that are appropriate to their phase in team-building. At the end of this course, participants will have a checklist of tangible action items to complete which will help them create the roadmap to building their perfect team.

Course Overview: You're a Boss



This course is designed to provide real estate agents with the tools, systems and rationale as to why they should and how they can run their real estate business like an actual business. So many agents treat real estate like a hobby and they don't put the amount of time and energy into it that is needed to run an ethical, seamless, accountable and trackable business. By teaching agents how to be business-minded and intentional in their daily tasks, we are raising the level of professionalism in the industry and protecting the consumer.

Testimonials

“I used to have an idea of what a real estate agent should be; knowledgeable and concise. However, listening to Jessi speak made me understand a new aspect; vulnerability and honesty. She made me realize that not knowing all the answers is okay, asking for help is okay, asking for advice is okay! As long as you do it with a genuine heart. I am so grateful I had the opportunity listen to Jessi’s story. I will cherish her words and strive for my business to be as successful as hers one day!”

– RACHEL KANT

“I have been in the real estate business for over 15 years and sometimes feel like there’s not much left to learn. Jessi brings such a fresh perspective to the challenges that real estate agents and business owners face. I learned more than I imagined I could! Jessi is a dynamic teacher who’s classes are filled with useful anecdotes, authenticity and a very healthy dose of humor!”

– SARA EVERS

“Jessi shares very practical ways that, when consistently done, can result in referrals for your business. Her class is well organized, includes the audience and even gives homework so that you can actually implement the necessary steps to take your business up a notch! Jessi runs a great group with a well thought out business model. Anything you learn from Jessi is golden.”

– VIRGINIA ROGAN

“I LOVE learning from Jessi! She brings a voice of authenticity and realness to every group I’ve heard her speak to, focused on lifting her learners and the industry as a whole, to a higher place. I trust her blindly and can’t recommend her training enough.”

– CHARLIE PETERSON

My Story



Jessi began her real estate career in 2005, earning her Affiliate Broker's license before graduating with an undergraduate degree from the University of Tennessee, Knoxville in Public Speaking. After gaining a couple years of experience in real estate, she relocated to Nashville for more real estate opportunities and obtained a Master's degree in Education from Belmont University and her Broker's license.

Over the years, Jessi has consistently ranked in the top 1% of REALTORS in the Nashville area and has won multiple awards each year for production and involvement in the industry.

Her team, The Southbound Group, is currently ranked in the top 25 out of nearly 10,000 agents in the Middle Tennessee area.

The Southbound Group was formed in 2015 out of necessity due to consistent growth in Jessi's business. Her team is comprised of buyer's agents, showing specialists, transaction coordinators, listing coordinators and marketing directors. Now that the team nearly runs itself, Jessi has been given the tremendous opportunity to combine her degrees in public speaking and teaching with her experience in real estate to give back to the industry that has given her the life and career she loves.

Team Stats

\$675,000

Average Sales Price

\$400M+

Sales Volume to Date

2005

Year Licensed

Top .5%

of Agents in Middle TN

100+

Deals in 2022

800+

Transactions to Date

JESSI SGARLATA

PROFILE

Jessi Sgarlata has been a licensed real estate agent since 2005 when she was licensed even before graduating from her undergraduate program. After a year in the industry, she began the journey towards her Master's degree and explored more real estate opportunities by joining Village Real Estate. Jessi would spend the next 12 years immersing herself in all classes, training programs, mentorships, coaching opportunities and anything else that would lead to growth. With that focused drive, Jessi became an award-winning real estate agent, a real estate educator within her company, a mentor to many, an involved member in her associations and the youngest managing broker to date at her previous company. After noticing a lack of relevant education that agents could learn and immediately apply to their business, Jessi began writing her own courses based off of her experience of missing out. She feels as though she has a wealth of knowledge that she's gained over the years and she wants to share that with those who are in the shoes she was once in.

EXPERIENCE

REAL ESTATE BROKER, COMPASS; NASHVILLE, TN – 2018-PRESENT

As a founding member of Compass Nashville, Jessi took the risk of starting a new firm in Nashville with some of the region's most influential agents. The benefits have proven to far outweigh the risks as the company has gained traction in the Nashville area. With this new company, Jessi has been able to utilize their technology and systems to focus more on her real estate education passion.

REAL ESTATE BROKER, VILLAGE REAL ESTATE, NASHVILLE, TN – 2006-2018

Jessi began her 2nd year in the industry at Village Real Estate where she gain knowledge and experience that has proven to be priceless. Through her efforts and involvement, Jessi became the youngest managing broker in Village's history where she managed their Franklin, TN office. Jessi enjoyed the challenges and creative thinking that this position brought and further-elevated her knowledge and experience in the real estate industry.

REAL ESTATE AFFILIATE BROKER, COLDWELL BANKER, KNOXVILLE, TN –
2005-2006

Before graduating with her Bachelor's degree from the University of Tennessee, Jessi completed her pre-licensing course and obtained her real estate license while still in college. She began her career at Coldwell Banker which offered national networking capabilities and education backed by a well-recognized brand

EDUCATION

UNIVERSITY OF TENNESSEE, KNOXVILLE – BACHELOR'S DEGREE
SPEECH AND COMMUNICATION, 2005
BELMONT UNIVERSITY, NASHVILLE – MASTER'S DEGREE
EDUCATION 2009

ACCOLADES & DESIGNATIONS

RANKED IN NASHVILLE'S TOP 1% OF REALTORS®
CERTIFIED RESIDENTIAL SPECIALIST (CRS)
GRADUATE REALTOR® INSTITUTE (GRI)
ACCREDITED BUYER'S REPRESENTATIVE (ABR)
ACCREDITED STAGING PROFESSIONAL (ASP)
CERTIFIED NEGOTIATION EXPERT (CNE)
E-PRO CERTIFIED
LIFE MEMBER OF GREATER NASHVILLE REALTORS AWARDS OF EXCELLENCE AT DIAMOND
LEVEL (\$20M+/YEAR)
TITANIUM AWARD WINNER AT WILLIAMSON COUNTY ASSOCIATION OF
REALTORS® CELEBRATION OF EXCELLENCE
PLATINUM, SAPPHIRE AND GOLD LEVELS AWARD WINNER AT GREATER NASHVILLE
REALTORS® AWARDS OF EXCELLENCE
FEATURED SPEAKER ON "THE BIG JOEL SHOW" - A REAL ESTATE PODCAST
CONSISTENT VOLUNTEER PANELIST WITH WILLIAMSON COUNTY ASSOCIATION OF
REALTORS, LOCAL TITLE COMPANIES, LOCAL MORTGAGE COMPANIES, ETC...
MONTHLY VOLUNTEER EDUCATOR AT FORMER COMPANY, VILLAGE REAL ESTATE

INVOLVEMENT

WILLIAMSON COUNTY ASSOCIATION OF REALTORS

MEMBER SINCE 2015
GRIEVANCE COMMITTEE, CHAIR - 2020
CELEBRATION OF EXCELLENCE TASK FORCE, 2019
GRIEVANCE COMMITTEE, VICE CHAIR - 2019
GRIEVANCE COMMITTEE MEMBER - 2017-PRESENT
STRATEGIC PLANNING COMMITTEE - 2017-PRESENT
GOVERNMENT AFFAIRS COMMITTEE - 2016

GREATER NASHVILLE REALTORS

MEMBER SINCE 2006
HABITAT FOR HUMANITY VOLUNTEER - 2014-PRESENT

TENNESSEE ASSOCIATION OF REALTORS

MEMBER SINCE 2005

NATIONAL ASSOCIATION OF REALTORS

MEMBER SINCE 2005

Course Rates

1 Hour Course \$300

2 Hour Course \$425

3 Hour Course \$550



Contact Information

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Additional Speaker Fees & Expenses

- \$500 to cover one roundtrip coach airfare
- \$150 per night for lodging
- \$75 per day for meals not provided during the event