



Nycole Wyatt is nothing if not determined — determined to learn, to help, and to serve. Prior to her success in the real estate business, Nycole handled insurance claims, but when she started to become jaded in that role, she knew it was time for a change. With a Master's degree in Public Administration and the need for a new professional challenge, she was referred by a friend to Valarie R. Brooks, a top producing agent who had just launched her own firm. At that point, Nycole's only experience with real estate was

buying a home herself, but she set her mind on success, and after only a couple of months working part-time, joined the agency full-time and full-force.

With a natural knack for the real estate business, Nycole was continuously encouraged, mentored, and motivated by Valarie R. Brooks and went on to earn her Broker's license just a couple of years later. Today, with a lot of hard work and consistent effort, Nycole is recognized as a top producer and partner at Valarie R. Brooks Real Estate. Recently, she was honored to receive the prestigious '40 under 40' award from her alma mater, North Carolina Central University, to acknowledge her accomplishments in real estate and the progress she is making in the community.

Nycole serves clients throughout North Carolina, South Carolina and Georgia, and practices all types of real estate including residential, commercial, land, rentals, and property management. She does not believe in limiting herself, and even encourages people to contact her for recommendations outside of her extensive service area. "No matter what, we will make sure we get the job done," Nycole says. "Here at Valarie R. Brooks Real Estate, we believe in putting clients first."

Sharing her knowledge about all aspects of the home buying process allows for Nycole's clients to make informed and sound decisions. "Every month I offer a free workshop for first-time homebuyers and anyone who hasn't owned a home in the last three years. I believe in educating people

and letting them know what incentives are available and how to maximize the power of real estate to build generational wealth," she explains. "I'm big on creating legacies and I'm so glad that I have the opportunity to help."

By building a solid reputation based on trust and transparency, Nycole has earned an impressive 90% referral rate. "I'm not going to tell someone what they want to hear unless it's the truth, especially if something is not in their best interest," she says. "My actions speak for themselves. I have a naturally serving spirit, and I have been helping people all my life."

Outside of the office, Nycole sits on the board of the Charlotte Chapter of the North Carolina Central University Alumni Association as the Correspondence Secretary. This year marks her fifth and final year in the position and she is already looking ahead to new opportunities on the board. She has been a speaker at college and youth events, and takes part in various community efforts including volunteering for the Prodigal Son, Hashtag Lunchbags and leads the company's yearly blanket drive for the homeless, called Blanket Blessings. "I help any time that I can and I try to do anything I'm asked to do," Nycole shares. She is also a self-declared "foodie" and loves to try new restaurants and visit wineries with her friends. She enjoys surrounding herself with productive people who are making an impact in their respective fields, and says she learned a long time ago that, "You are the sum total of the five closet people to you, and your network is your net worth."

Nycole, a published author, is currently penning her second book, *Success Leave Clues*, in which she shares stories, tips, and trades learned on her road to success. Full of big ideas and plans for the future, Nycole intends to work closely with her partner, Valarie, to grow the brand of Valarie R. Brooks Real Estate. Although the company is a small boutique firm with an already large presence, Nycole chimes, "Why stop there? We plan to build this company to be recognized alongside the big names." No stranger to hard work, Nycole believes that with effort, determination and God, anything is possible. "It is by God's grace that I am where I am. The trials and tribulations I've gone through have made me the person I am today," she shares. "I'm still growing, learning, and I'm loving the life I'm living." With faith at the forefront of everything she does, Nycole is sure to continue making her clients' dreams a reality, as well as her own.

*Nycole Wyatt*

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