



Arizona REALTOR® Leonard Clementi's connection to real estate stretches back to the late 1980s. When the state was one of the first to experience the bursting of the real estate bubble in the mid 2000's, he used his extensive experience to start a company to help people with distressed real estate. That company has evolved into Clementi Real Estate Consultants, a full-service firm helping residential buyers and

sellers throughout Peoria, Phoenix, Scottsdale, Glendale and Surprise.

With his background as a military and civilian police officer, it's not surprising that Leonard brings a "get it done" attitude to his clients' real estate transactions. "I run the business like a business. It's not a hobby or something we do part-time," he explains. "This is my chosen career and because of that, I'm able to negotiate really good deals for our clients." Those deals must be great, considering Leonard and his team can claim a referral and repeat client rate of more than 90%. "Our referral-based business is just phenomenal and I'm grateful for that," he adds.

Living and conducting business by a defined set of core values is also instrumental in Leonard's success. He and his team strive to adhere to the values of: honesty, integrity, responsibility, teamwork, respect, innovation, professionalism and commitment in their interactions with clients, other real estate professionals and every team member.

Leonard is always happy to talk with others about what has brought him success over his long career in real estate. "When folks are looking to get into the industry, I always tell them they need a nest egg of at least six months, if not a year," he says. "That way they can focus on learning the business and not worry about commissions. I also

tell them to look for an organization where they're going to be mentored." He recalls his own experience as a new agent in an office filled with a lot of other inexperienced

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agents. "There wasn't anyone there for me to learn from," he says. "So I moved to another office that had a lot of successful people. I found a mentor and also met a coach and hired him. That man today is still a good friend of mine and his business has evolved into a global industry. The bottom line is to find someone in the industry who's willing to work with you and if you can't, hire someone from the outside."

Throughout his career, Leonard has earned accolades for production and customer service. However, at this point in his life, the rewards that mean the most to him are the ones that come directly from his clients. "My rewards come from the testimonials of our clients and the fact they refer family and friends to me," he says. "For me it's all about the abundance we receive in our business by taking care of our clients."

Being active in the community has also become important to Leonard. "I do two big events every year. A Christmas event for families where we bring in snow, bounce houses and I play Santa and take photos with the kids," Leonard explains. "We also do a big community Easter egg hunt every year."

As Leonard looks to the future, he shows no signs of slowing down. "Everything revolves around production. We had a phenomenal year this year, and we've already established our plans and goals for the upcoming year," Leonard says. "We're always looking to grow and it looks like the market will support 30% growth for us, but really, the sky's the limit."

Leonard Clementi

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