

## Jasmine Pope



In search of a career that would better suit her needs, Jasmine signed up for a seminar for women in business. She was inspired as she listened to many female entrepreneurs talk about their businesses. When it was her turn to share, Jasmine surprised herself by announcing that she was thinking of going into home renovation. Though she was surprised at her own revelation, the idea stuck. When Jasmine heard a radio commercial for a seminar on buying and selling homes without a real estate license, she took note. Before long she found herself in a three-day seminar on real estate transactions.

Jasmine earned her real estate license in 2020 and then went on to have a very successful first year. In fact, in her first few months of licensed practice, she was listed as one of the top real estate agents in Illinois. Her active social media presence got a lot of attention and she spread plenty of quality information about real estate to potential clients. “People see me,” she remembers thinking. She knew what she was doing was working. Though Jasmine found fast success, she urges others who don’t meet with the same quick results to keep trying. “Don’t compare your day one to someone else’s day one,” she suggests, “because we all start somewhere and it’s more important to work at a sustainable pace that works for you than to run full-tilt trying to race others and possibly end up falling flat.”

Now, Jasmine works in the western area of Chicago and especially Austin. It’s the area where she grew up. “A lot of my friends and family are still there,” she explains. Her connections run deep, and it shows. Jasmine estimates that about 99% of her business is from repeat and referral clients. As she explains it, she once got a client from an ad, but every other client has come to her through referrals by those who know and trust her. Her secret? Honesty and clarity. “I make time to educate them on the process whenever they have a question. I’m always there to provide an answer or if I don’t know, I get back to them with an answer.” When bad news must be shared, she shares it with sensitivity. She knows the process can be bewildering and frustrating for clients, and makes a point of being patient and clear with them.

*Jasmine Pope* is a Chicagoan to the core. She was born and raised on the western side of the city by a single mother. In college, Jasmine dreamed of being a pharmacist ... until she learned that her passion for pharmacy work did not include a passion for the required organic chemistry classes. Though she opted out of pharmacy school, Jasmine continued working in healthcare because she wanted nothing more than to help others. There was one snag: the demanding schedule of healthcare work. “There’s always someone who needs help and any time of day or night,” Jasmine explains, and she wanted a job that would allow her to be a more present parent for her daughter.



“I enjoy making people happy and the fulfillment I get from helping someone find their first home.”

Even with her flourishing real estate career, Jasmine is still in healthcare full-time and loves helping others. In fact, it’s her favorite part of the job. “I enjoy making people happy and the fulfillment I get from helping someone find their first home.” In addition, to her real estate work, Jasmine owns a credit repair company, Keys 4 Success, that helps others improve their credit in order to rent, become homeowners, improve their job prospects, and she is also a notary. She also plans dance and music activities through her church and works with a committee called Grow that educates Westchester citizens about environmentally friendly practices.

Jasmine is currently getting ready to welcome a new child into her family and loves spending time with her partner and their eight-year-old daughter. In the months and years to come, she intends to grow her businesses and expand her reach even more. Whatever Jasmine focuses on, you can be sure that success will follow!



**Jasmine Pope**

EXIT Strategy Realty | Chicago, Illinois

708.613.0767 | [jasminepope2007@gmail.com](mailto:jasminepope2007@gmail.com) | [www.jassimone.com](http://www.jassimone.com)