



Ian Welch – Luxury Real Estate Specialist

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Expect Integrity You Can Trust!



▼ Professional Summary

Ian Welch is a knowledgeable real-estate practitioner who believes in providing the best service to all his clients. In 2017 Ian Welch and his brother Leon Gordon launched Inspired Lifestyle Realty, LLC with the vision of servicing the luxury market. Ian's extensive knowledge of the Real Estate Market has spawned creative ideas and a solid history of sales success as well as inspired Ian and Leon to write a business book in the real estate arena. He has a proven ability to service high end clientele. His strong analytical and planning skills combined with the ability to coordinate the efforts of others on his team, creates a major asset in meeting the goals and needs of his clients. Ian's farm area is in Palmetto Bay, FL with an average sales price of \$850,000. Over the span of his career he has sold over \$60,000,000 in real estate.

▼ Skills

- Knowledge of MLS Software.
- Budgeting and finance
- Strong written and verbal communication Skills
- Powerful negotiator
- Extremely organized
- Ability to effectively manage independently or as a team leader.
- Knowledge in commercial real estate.
- Excellent relationship building skills and personable.
- Marketing Specialist.
- Extensive knowledge working with international clientele.

▼ Work History

Broker/Owner of Inspired Lifestyle Realty, LLC - 5/2017 – Present

- Over 16 agents.
- Full Service Practice located in Palmetto Bay with fulltime employees.
- Innovative social media marketing and business systems.
- Over 100% business growth since inception.

Broker/Owner of IMW Realty, LLC – 08/2011 – 05/2017

- Over \$30,000,000 in sales.
- Over 5 fulltime agents.
- Serviced high end commercial investors.

REO Assistant / Office Manager / Realtor for Premier Realty & Investment Group - 8/2009- 7/2011

Achieved a growth in REO Listings from a major bank. Responsible for managing all office duties in a busy Real Estate office. Performed all duties of a Real Estate Sales agent at a high level

Established growth by:

- Completing BPO's in an efficient manner.
- Performing Cash for Keys duties.
- Managed staff members to make sure they completed tasks on time.
- Verifying the occupancy status of properties effectively and timely.
- Prepared accurate repair bids for specific properties.

Vice-President of Development/Realtor for Milan Mortgage Bankers/Milan Realty - 12/2006-8/2009

Achieved a growth in loans closed and funded within two months of employment. Responsible for all customer account growth. Developed a complete revised marketing plan that consisted of different marketing techniques. Plan is responsible for substantial business growth. Received Realtor Sales Associate License while attending college. Set up and established sales growth by:

- Designing a call script that is now standard for direct marketing employees.
- Developing a strategy for maintaining a solid customer base.
- Developing and implementing loan processing procedure to ensure quality control.
- Developing a complete employee outline for continued growth and success of the company.
- Finalized Listing Agreements, Offers and Contracts for Principal Broker

▼ Education

BS, Business Administration - Florida A&M University, Tallahassee, FL

Major: General Business Administration, 3.0 average in field of concentration.

Currently taking courses for CRS and CLHMS Designations.

▼ References

Available upon request.