BROWARD

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Donna Incorvaja

RELATEDISG INTERNATIONAL REALTY

RISING STAR:
Laurie Spector

PARTNER SPOTLIGHT:
Luxe Home Staging and Design,
Sandra Holmes & Lyn Spaeth

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Photos courtesy of **Kenneth Lamor Signature Photography**

Donna *Incorvaja*

A VOICE FOR REAL ESTATE

With her stunning personality and open communication style, Donna Incorvaja embodies an irresistible blend of star-quality balanced by her down-to-earth approach and people-first work ethic. Serving Broward since 2006 and certified as our local residential specialist since 2012, she said it best when she told Broward Real Producers, "I was built to do real estate!"

After graduating in hospitality in Malta, Donna moved to South Florida and accepted a restaurant management position in Fort Lauderdale. A few years prior to the 2008 real estate crash, her qualities were recognized by a top producing local broker in the area who asked if she'd like to work in real estate.

"I consider myself lucky!" she says, "Real estate found me." With her years of experience working with people in the service industry, she made an impression not only on clients but also on the team surrounding her, establishing what she has termed a "Tradition of Trust."

THE RELATIONSHIP CORNERSTONE

Fortunate to end up in a top producer's office Donna

set out with what she did best—building relationships through outstanding customer service and her self-motivated drive to do better. As a buyer's agent, she was taken under wing and quickly learned to fly in the real estate world. She received top training and consistently grew her client base. It expanded exponentially as satisfied clients passed referrals and their top reviews.

"People value the fact that you are working in their best interest. It is hard work that has its challenges," Donna admits, "but consistency is key. Have consistency in whatever you do."

Great advice from the undoubtedly hard-working real estate professional. It is her established culture of the "Tradition of Trust" that has kept her clients returning as their real estate needs evolve. "Our customer's trust is what motivates me to do my best," Donna says.

A TEAM OF HER OWN

After eight years, she gathered her admin team together and set out to set up an office of her own. By that time, her small group of professionals operated seamlessly as a unit.

"We have years of experience as a team," Donna says. Supportive, cohesive and professional, she believes that it is her team that not only stands her apart from other REALTORS®—they are the reason for her continual growth and success.

"Without my team, I cannot grow. They are very important to me," Donna expresses. "Customers don't just know my name; they also know my team."

Her team is well-known for providing home buyers and sellers with undivided attention and care for their best interests throughout the buying/selling process and also as they grow. As their customers lives change, businesses shift and families grow, Donna and her team remain present and approachable for their next move. Whether clients are looking for a single-family home or condo, a move-in ready, turnkey property, or a second home to fit their South Florida lifestyle for part of the year, Donna and her team accommodate each individual by delivering exactly what they are seeking from their next home.

"We put our customers first," says Donna proudly and with affection, "We take care of them and represent them to the fullest."

GROWTH MINDSET

Donna Incorvaja lives a growth mindset as a self-built, self-propelled woman in her personal life as well as professionally. But, that does not mean that her circle of influence is closed. She draws great inspiration from her mentor and president of RelatedISG International Realty, Alex Vidal.

"He pushes me out of my comfort zone," she says. "He's always there, pushing me towards true growth." You can hear the respect in her voice when she speaks about her fellow industry leader. "If it were easy, anyone would do it," she acknowledges, "I'm always challenging myself to grow; to be a better person." This mindset is what helped Donna grow organically through all of the changes in the marketplace.

Year after year, she has steadily earned high peer ratings and industry awards. Recognized for her "forward-moving nature," Donna has been awarded top producer for RelatedISG International for several years consecutively under top listing agent, closing agent and for gross commission earnings.

Donna finds life balance through singing with the St. Anthony Professional Choir in Victoria Park and recharges by sharing her impressive vocal talents to gatherings with family and loved ones. At home, you can find her caring for her beloved, pure-white Shiba Inu, Yuki. She is also dedicated to fundraising for The Leukemia & Lymphoma Society and is on a team to raise money for the Leukemia and Lymphoma Society's Woman of the Year 2020 campaign.

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