

# TOP AGENT MAGAZINE

## NATALIE TAFLINGER

After spending 13 years as a Human Resources Manager, Natalie Taflinger decided it was time to try something different after taking a couple years off to look after her kids. She got her real estate license, fully expecting it to be a part-time endeavor, but she quickly found the work to be fulfilling and engaging. She closed 22 transactions in her first year, and over the years her productivity has increased dramatically – in 2020, she closed \$31 million over 126 transactions, and she is on pace to break that number in 2021.



According to Natalie, the biggest reason for her immense success is the way she treats her clients. She is a relationship-focused Realtor who keeps her clients' best interest at heart – based in Florence, South Carolina, her local community is tight-knit, and she knows that treating people right will pay dividends in the long run. “If you take excellent care of your clients, they will take care of you. I do everything I can to meet my clients' needs,” Natalie says. Reputation is key in a smaller town, and Natalie goes to great lengths to make her clients' experience as enjoyable as possible. “I go above and beyond to exceed clients' expectations. All of my hard work and grit goes into that.” The effort that Natalie puts into her client satisfaction has proven a huge boon for her career – she gets almost 100% of her business through repeat clients and referrals.

Natalie puts a lot of time and energy into the presentation of her homes in an effort to sell them quickly and at top dollar. She uses in-depth staging and professional photography so that all of her listings look pristine.

Over the course of her career, Natalie has learned to adore her job. She puts a huge amount of energy into her career, and has the results to show for it. “There's a lot of reward and satisfaction in knowing that you had an

opportunity to help a person or family in what typically could be a really stressful time for them,” Natalie says. “Limiting that stress as much as possible for them, and guiding them toward that big step in their life, is incredibly fulfilling.” Natalie genuinely cares about the well-being of the people she works with and gives her all to make their transaction smooth and enjoyable.

Natalie is very active in her community. She is involved with Tenacious Grace, a non-profit women's ministry, for whom she volunteered to help buy a home to house previously incarcerated women to get back on their feet. She coaches her kids' sports teams and is involved with various school activities, and she loves spending time in the outdoors boating, camping, and hiking with her family. For the future of her business, Natalie hopes to focus on growing the Taflinger Team, new as of this year, and to continue providing value and aid to her clients in Florence. If you're looking for top-notch real estate service in South Carolina, get in touch with Natalie Taflinger today!



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