

Your Team



Mickey Glassman's background includes over 21 years in the real estate business that has generated over 850 different buyer and seller transactions. Her professionalism and commitment to her clients has led her to be recognized as one of the top agents in Northern Virginia. She is a Life Member of NVAR's Top Producer's club and a member of the 10 million dollar plus club for over 7 years. Mickey has also received the coveted "Leader's Circle" award from her previous organization for 13 consecutive years. Mickey attributes this success to her extraordinary customer service and the subsequent client loyalty and referrals.

Mickey has a Master's Degree in Art History from The George Washington University and is an avid golfer, equestrian and maintains a daily physical fitness program.

Carl Zaiss is a licensed agent with The Glassman Group. He is the author of two books, *Sales Effectiveness Training* and *True Partnership*, which have been translated into seven languages. Carl has a vast background in sales, marketing and communication. His extensive experience led him to develop an innovative leadership style that fosters people development, a strong orientation toward customer needs and increased productivity and satisfaction through teamwork.



In addition to his real estate duties, Carl still speaks, coaches and trains people to enhance their personal effectiveness based on the principles of his books.



Lisa Nelson is a licensed agent and comes to the Glassman Group from owning her own business of 18 years. In her business she managed 4 people and had the responsibility for sales and customer satisfaction. Because of this broad background in customer service and sales she has a strong commitment to her clients. Prior to her entrepreneurial venture, she was a successful real estate agent for over 6 years.

Lisa is an avid equestrian, a busy Mom and has lived in the Northern Virginia area of over 25 years.

Jennifer Smith worked as Mickey's personal assistant for over 5 years and now is a part time assistant with The Glassman Group as well as a stay-at-home mom to her two boys, Hayden and Conner. She is responsible for Mickey's bi-monthly newsletter and for maintaining and updating all of Mickey's websites.



Jennifer brings years of experience as Mickey's assistant and also as a former licensed agent. Keeping focused on the tasks at hand, she keeps the newsletter flowing and the websites running smoothly.

What Others Say About Working With Us

"Our family was completely satisfied with the exceptional job Mickey and her team did to help insure a smooth transaction."

**The Johnson Family,
Chantilly, VA**

"We wish to thank Mickey Glassman and her staff for the outstanding service on our recent home sale and move across the country."

**Mike and Susan Cather
Colorado Springs, CO**

"The teamwork of The Glassman Group made my transaction more pleasant than I had thought it could possibly be. If you need anything in the real estate arena, you couldn't do any better than Mickey Glassman and The Glassman Group."

**Shirley Martinson
Locust Grove, VA**

"We feel blessed to have had Mickey and Carl's years of experience to guide us through the entire selling process, right up to the settlement day.

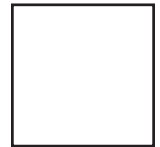
Their professionalism made the experience smooth and problem free."

**Ellen and David Silvers
Formerly of Chantilly, VA**

"Great service! Great team! Thank you Glassman Group!"

**Evelyn Yang
Alexandria, VA**

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"Attitude Says It All!"