



DENISE VAN DEN BOSSCHE

*Associate Broker, Real Estate Agent
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Originally from Ann Arbor, Michigan, Denise van den Bossche relocated to Phoenix in 1982 to continue her post-graduate studies and start her career in a warmer climate. After accepting a position in construction sales, she obtained licenses in real estate, land syndications, general contracting and wealth management. Now, after four decades of experience, she has added a team to assist with a consistent flow of loyal repeat and referral clientele.

"I am with Realty Executives, one of the oldest and largest brands," Van den Bossche says. "My team is a community within the Realty Executives Phoenix franchise, where we are supported by several brokers and the ability to strategize with 1,000 local colleagues. Phoenix is supported by the much larger community of Realty Executives International." Her husband is president of the franchise parent, which has over 500 offices around the world.

Van den Bossche says the main differentiator of her team is relationship management. She supplements her team with tools she believes necessary based on her 40-year sales experience. "I am focusing on artificial intelligence right now," she says. "I believe AI is critical to providing clients individualized experiential data that is needed to manage a real estate investment, one of the largest assets a person holds over a lifetime. And that is our intent, to be each client's lifelong real estate advisor."

Her Exec-Elite team training is comprehensive, based on thought leaders like David Green, Malcolm Gladwell and Stephen Covey. The group is hosting a World Vision 6k this summer which will benefit global poverty alleviation and the Phoenix Rescue Mission. Because the team is an extension of her referral business, Van den Bossche says she is very deliberate in member selection. "Mission and purpose are key factors in building my team," she says. "We focus on the synergy of teamwork and collaboration, when one plus one equals 10 or 100 or even 1,000 to our clients, affiliates, friends and families."