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WENDY SLAUGHTER

an elevated state of mind

OCTOBER 2019



WENDY

SLAUGHTER

▶▶ **An Elevated State of Mind**

Run your own race is a sentiment that hits hard and takes it all the way home for Wendy Slaughter. The principal of the Wendy Slaughter Team is on a mission to consciously create and continually redefine what success looks like for her and the team. The results have been stunning. The June opening of Elevate Real Estate Brokerage is a byproduct of this budding mindset and was a natural evolution. Elevate began with Wendy's business partner, attorney and long-time broker, Diana Khan. For Wendy, it was pure magic— a whole lot of work during a busy spring market— but magic nonetheless.

"I loved that whole process of picking a name and then using that in the imagery and content."

Wendy thrives when creating new things. It's one of the reasons she loves real estate so much. Another factor that drives her, "I love getting people excited about what's next for them. That applies to agents on the team and, for sure, my clients. I love joining them in their excitement."

Wendy's enthusiasm always has her thinking *what's next for us* and she will absolutely steer clear of taking any glory for the team's success. "I don't do this alone and I don't take credit for it," she said emphatically, adding "But part of who I am is a magnet for certain types of people. Those are the people I want to be around."

These types are the collaborators and non-competitive personalities where "Everyone supports everyone"



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... else.” Because here’s Wendy’s biggest thing: “I am shoulder to shoulder with my clients and with everyone. No matter if it’s agents on the team or clients, I approach the whole relationship like I’m on your team now and we are the same.” The Slaughter team consists of 11 agents, a Client Services Manager and a Team Manager. They are: Debbie Gottwals, Dalia Bracy, Debbie Pavlik, Rocky Brown, Karen Lawlor, Bonnie Herriott, Barbara Balduman, Shannon Adler, Donna Weaver,

Tia Price, Charleen Eyler and Tess Oby Loys. These Real Producers were ranked number five in Howard County and #16 in Central Maryland last year.

While Wendy provides the necessary support to the team, her real aim is to immerse herself in and concentrate on their growth game. But first, she starts with her own personal development. At 49-years old, she is recognizing the richness and beauty of exploring and doing the inner work. She said she has always been that type of person, but now it’s different; she is more dedicated. “I’m seeing that my life is a million times better! And I’m better for everyone around me because of the time I’m investing in myself.” She said it can sound cliché, doing the inner work, but noted that it’s definitely not easy to do and, in fact, can be “heavy and shadowy.”

Wendy’s morning ritual speaks to the ways in which she is mining her gold. First thing she does after getting her coffee is journal or free-write. After that she meditates. Then she’s usually in for a workout. Where she was once rigid, now she works on flow. During meditation, in that stillness, she finds her center and a wonderment she’s never known before. They are beautiful habits for her to have and she appreciates the serenity. The returns have been epic. “When you start seeing yourself changing and then you see others around you interacting with you in a different way, things are different and better. It certainly makes you want to do more of it!”



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Paying Attention

Wendy’s road to real estate was atypical. Although she did confess that during her college years, she dreamed of owning investment properties and couldn’t wait for the opportunity. She said her friends would plead with her, *Can we please not talk about investment properties?* Suffice it to say, she was a tad obsessed.

Soon enough she and her husband, Jason, began buying investment properties. They figured one of them should get their license. At that time, she owned her own marketing consulting firm (armed with her Master’s Degree in Business Administration with a concentration in Marketing from Johns Hopkins University). Still, she stepped up and got her license. She thought she was doing it only to have access to the MLS and learn more about writing contracts.

However, when she got her license in 2006, she said she had a strong sensation come over her.

“After I got my license I had this weird-like feeling, it was like—*I think this is what I’m supposed to be doing*—it was weird. It was a good feeling, I was paying attention!” Paying attention wasn’t always easy for her but she felt these

internal cues loud and clear. She knew in her heart that this was the direction she was meant to take.

Wendy hasn’t looked back since and stays involved in the community she adores. She was elected to the Howard County Library System Friends and Foundation Board and was also appointed to a Howard County Commission for Campaign Finance Reform. She is also on the Board for Girls on the Run, a nonprofit organization that promotes healthy self-esteem in girls ages 8 - 13.

When Wendy is not conjuring new goals and dreams for the real estate team and her energetic family, she enjoys kayaking, biking and hiking. One of her favorite places to do any and all of this is Lake Elkhorn. She and Jason have twins Abigail and Nathan who will turn 20 this month. They love live music and will explore the tiniest dives in DC or bigger venues like Merriweather. Her music palate consists of everything from Fleetwood Mac to Post Malone.

Wendy is definitely running her own race and she seems to be going on all cylinders.



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Five fast, fun facts with Wendy

1. What is your favorite room in the house?

Definitely my home office. I converted my garage (Wendy said no comments from all of you REALTORS® out there about resale) into my home office and picked out all the furniture. It has incense, sage and crystals. It’s my own little sanctuary.

2. If you were going to write your own book what would it be called?

Conjure— I love this word— it has a touch of magic in it and a touch of creation.

3. What do you want to be when you grow up?

I’m just so in the now.

4. When is the last time you did something for the first time?

This past weekend, I hopped on my bike, rode into downtown Columbia from my house and peddled through the new downtown area— totally illegal. I also peddled through Merriweather.

5. What is your superpower right now?

Trusting in the flow of life.