

AGENT PROFILE *Shelley Johnson*

Natural career change

After being in the retail industry for more than 30 years, helping clients create the home of their dreams, becoming a licensed real estate agent last year was a natural transition for Shelley Johnson. It was one that was under consideration for a number of years until a friend finally gave her the push she needed and convinced her to take the plunge.

Today, her goal is to continue what she's been doing for clients in interior design but, starting from the beginning and finding them the home that also fits their personality and their lifestyle, she said.

She feels what sets her apart from others is the fact that she's been in a customer-focused sales environment throughout her career and is trained and experienced in understanding and delivering on her customer's needs.

She also brings great negotiating skills that she has used throughout her career in retail in the buying office.

Johnson, who works out of Danbury's William Pitt Sotheby's International Realty office, said the most rewarding part of her career is making sure that she not only has a client that's satisfied with the end result but also with the whole process. "My job is to manage the process and alleviate as much stress on my client as possible," she added.

She serves the greater Danbury area where she also resides. In her down time,



Business: William Pitt Sotheby's International Realty

Lives: Danbury

Office: Danbury

Expertise: Customer service, single-family residences, interior design

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the agent enjoys singing Karaoke and playing tennis.

She has been widowed since 2000, has two daughters in their twenties and recently became a grandmother of a two year old and now a two month old, also both girls.

Johnson has a bachelor's degree in buying and merchandising and production management. She is also an Interior Design graduate of Fairfield University.