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MIKE DELGADO

▶▶ rising star

Written by: Dave Danielson
Photos by: URSPECIAL

COMING FROM A PLACE OF CONTRIBUTION



The Standard Real Estate Team:
Zach De Bernardi, Mike Delgado,
and Logan Nichols

Mike and Paige Delgado



ONE OF THE MOST FULFILLING WAYS TO FIND SUCCESS IS BY GIVING YOUR BEST TO THOSE AROUND YOU.

That's something that fuels Mike Delgado each day.

As Vice President and REALTOR® with Standard Real Estate, Mike helps others move forward with a true sense of contribution.

"My goal is to wake up every single day and love people, whether or not that benefits me monetarily. As long as I am making friends and people walk away feeling loved, the money will come," Mike emphasizes.

"The most important thing to me is the relationships that I'm building. That is first and foremost for me."

FAITH AND PURPOSE

Faith is also a big part of Mike's purpose in life.

"I wouldn't be in the position that I am today if it wasn't for the Lord," Mike explains. "I want to give all the credit to my faith."

Mike's background helped to hone his appreciation for achievement in life.

"Growing up was difficult in a single-parent home, with all kinds of abuse in my life. I chose not to pursue schooling. I had dropped out of high school, though I eventually went back and finished," Mike remembers.

"In time, I started to get my head on straight. I started going to church and realized there was a lot more to life than what I had been doing. I went to church and found the Lord there and that changed the trajectory of my life."

GAINING GROUND IN LIFE

Prior to beginning his career in real estate, Mike worked in retail.

"For a time, I worked with Neiman Marcus Group. I was a 50 percent employee with them and 50 percent with a company in New York," he says. "I went back and forth for a while. And then, as retail was waning, I had some friends who said they thought I would make a good real estate agent."

Mike wasn't so sure at first.

"I always told myself I wouldn't do a 100 percent commission job, so I didn't want to pursue it," he admits. "But, I remember being in New York on my birthday all by myself. At that point, I said I don't want to do this. I decided to get my real estate license."

PUSHING FORWARD WITH PASSION

That was 2018. As he got licensed and began his journey in the business, he faced many of the same hurdles that most new agents do.

"I tried to quit my first year in real estate, but my wife, Paige, was very supportive. She said I believe in you," Mike remembers with a smile. "If it wasn't for her, I probably would have quit."

Part of Mike's path forward came down to a mindset and realization about his role.

"I knew coming into real estate that I wasn't a salesperson. I've never been good at it. But what I am good at is studying and being a people person and knowing the market," he says. "It takes longer to do that because for anyone to show you trust, you have to be trustworthy."

Mike's passion for what he does is contagious.

"I love being in front of people and building relationships. I don't have specific monetary goals. Setting a yearly goal monetizes a family. So, I don't do that," he

clarifies. “My favorite thing to do on a day-to-day basis is to connect with people.”

FAMILY FULFILLMENT

Family is at the heart of life for Mike, including Paige and their two children.

“Growing up with not having a ton, I want to give my wife and kids a better life than I had,” he says.

“I know that material items don’t bring joy, but they bring some happiness through how hard I work. That’s important to me, and it’s what drives me.”

In his free time, Mike enjoys taking part in group fitness classes. He and Paige also like exploring local restaurants. They also have two dogs they like to spend time with.

As Mike continues to envision and create his growing success story, he does so by coming from a sincere place of contribution.

“For me, it all begins with honesty. I don’t think you build trust outside honesty,” Mike says with a smile. “If there’s anything I need to do, I’m going to do it to the best of my ability.”

The logo for Standard Real Estate is centered on a dark blue rectangular background. The word "STANDARD" is written in a large, white, sans-serif font. A thin white horizontal line is positioned directly below "STANDARD". Below the line, the words "REAL ESTATE" are written in a smaller, white, sans-serif font, with "REAL" and "ESTATE" separated by a wide space.

STANDARD
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