

MJ Porchas



When you meet M.J Porchas, you are bound to be addicted to her amazing energy, tremendous passion to care for her clients, great stories and animated way of speaking. As a Broker, Coach, Trainer and Top Producing Realtor this has given her incredible experience to educate her clients to have a great life experience when selling or purchasing their home. If you are lucky to be a part of her training programs or boot-camps you will experience hands on coaching, high energy, step by step processes and strategies with amazing results. Her knowledge and willingness to support your success is refreshing and genuine. She treats her clients with the same energy and dedication and with the utmost protection using the same strategies and processes as she does when coaching and training.

For M.J. she is all about support and she won't leave you hanging without making sure you feel and receive the ultimate experience of that support and communication throughout all she does no matter what the project or initiative she is working on. It's always about what is right, what is just and following standards of excellence with honesty putting people rights first and building lifelong relationships with respect and integrity. She is a bit of a perfectionist wanting all she does and who she supports to be well educated and informed presenting things in a clear and concise manner.

Communication is her fundamental core value and she believes strongly that is the key to all success if we just hear and allow each other to voice their thoughts and opinions we can all find a solution and meeting of the minds.

On stage, M.J. is a riveting, fun, unforgettable speaker, tremendous coach and trainer. Her teaching style with a wide-range of practical strategies backed by true success stories of her own and those she has supported to great success, have a life-changing impact on your success and "how to get started now" get it done and get results.

Getting to know her more you will learn that M.J.'s inspiration to pursue a real estate career began at the early age of 16. Initially she desired to become a fashion designer and attend FIDM in L.A. When her parents decided to buy their first investment property she followed them around with their Broker and began doing the research and analysis with them before they made their choices. As she studied the process and watched how their Broker (who initially coached her in her career) worked with them, educated, served and negotiated for them she knew this was the perfect arena for her. She was not sure if getting her real estate license was all she would do and truly her passion for the legal side of it enveloped in a new desire to study real estate law. However, her success in sales from the start moved her fast and forward that she pressed on to achieve major success and develop her skills in various areas including and not limited to compliance management and organizational leadership. Her love

for the law did have her return twice to study and take her tests to find herself simply returning right back into her original passion for sales, coaching, training and mentorship.

M.J. as a Broker and founder of The Porchas Group is now embarking on her 29th year with a diverse and impressive background of success in various areas. M.J.'s passionate desire to learn it all, had her venture into every possible position the industry offered. Her first Broker exposed her to know and understand the back end of the business and told her to touch it and embrace it all; until then can you truly succeed on the front end and maintain a successful business. So she did. M.J. went on to use these talents and experience ultimately becoming a Top Sales Producer, creating a successful team with her husband selling over 100 homes yearly for several consecutive years, Broker Owner of her own Keller Williams Franchise, owning her own escrow company and becoming an Internationally Certified Coach and Trainer for Keller Williams.

M.J. has always believed in having coaches and mentors. She too has always had coaches in her life personally and professionally. She believes in "learn before you earn." She went on to get a coach in the commercial arena and pursued her knowledge to work for a large local commercial firm specializing with industrial and manufacturing buildings.

As a true leader loving real estate agents and wanting to serve to support their success, she has been successful in launching and building companies as a sales manager, top recruiter and Regional/Operations Director for some of the most known real estate brands such as Century 21, Prudential California Realty and First Team Realty and Provident Real Estate.

M.J.'s miracle story of her only son Ryan drives her to follow your heart, live on with a purpose to pursue her destiny and support Ryan's phenomenal God gifted talents and abilities as a Violin performance major at the California State University in Northridge, CA.

She is a fighter and with her husband they have a unique story of perseverance and tenacity that helps her understand and advise her clients and agents she so enjoys coaching.

Something cool to know about her is that she had the joy of experience living abroad in Monterey Mexico launching a building material business with her husband where they opened 3 stores before returning to the states. She even learned how to sell real estate in Mexico while even dabbling in the sales of kitchen design.

Today she is excited to return selling real estate with her husband David, building a team and continuing to educate sellers and buyers, serve the community, coach and train agents, write and create successful training curriculums and develop new systems and processes for real estate operations.