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**Michelle
TRIOLO**



▶ making a difference Written by Deborah Nicholson • Photos by Traci Dawn, Upbeat Photography.

MICHELLE TRIOLO

A COMPASSIONATE LIFE

When Michelle Triolo became a licensed real estate agent in 2003, she was a little surprised by how emotionally invested people became during their transactions. It makes sense though, as buying a home is typically the most expensive investment people make. “You have to be able to handle a vast amount of emotions. I don’t think I truly knew how much emotion went into it.”

Over the years, Michelle has worked hard to build trustworthy relationships with her clients, who often become her friends. “I always want to do a

great job, so I work hard on communication and organization in order to stay on top of all phases of the process. It’s important to be relatable and genuine.” Her compassionate approach and the trust that she builds with clients has led to many a referral and a consistent business volume of \$10-12 million each year.

As of May 2019, she has already closed over \$10 million—a testament to her amazing working relationship

with Long & Foster on Main Street, Annapolis. Since joining them in November 2018, she has become a Long & Foster Gold Team member and the company’s number two Transfer Agent of the Year for 2018.

A native of Annapolis, Michelle has a degree in dance. Her career began as a professional dancer, instructor, and choreographer in San Diego—where she initially got her real estate license. “Both my husband Matt and

Michelle, Evan, Sadie and Rocco



I are from Annapolis, so we moved back, and I quickly got re-licensed here. I've continued doing real estate full-time ever since. It's been 16 years. I enjoy meeting different people, and there's always a challenge with every transaction, which keeps things interesting. There are so many dynamics to the industry!"

Michelle and Matt's son Evan turns nine this month, and rescue dogs Sadie and Rocco round out their family. Michelle's passion for helping rescue animals is an important part of her life. "The Animal Welfare League of Queen Anne's County in Queenstown is my big charity. Three years ago, we rescued our dog Sadie from there."

Sadie, a beautiful two-year-old Akita mix lived in the shelter for nearly a year before Michelle and family adopted her. "She didn't trust people and she'd been sitting there in the shelter for 10 months." Michelle is

forever thankful for the dedicated volunteer who took care of Sadie and worked with her to get her to an adoptable state. "She didn't come from a great situation."

After about a year, Michelle reached out to the same volunteer to find a companion for Sadie. The volunteer sent a picture of a big block-headed Pit Bull with a smile on his face. The dogs met and it went well, so the family adopted Rocco. The Animal Welfare League of Queen Anne's County is a wonderful non-profit shelter that doesn't get much press but needs some help."

Michelle decided that she could help by donating a portion of her commissions. She also started giving of her time in order to make a video about the needs and wants of the shelter, and then ran a charity drive for two weeks in April. "In addition to food, towels, and blankets, the shelter

also got things for animal enrichment, such as dog beds and toys. These are things that make them happy and more comfortable in their environment. If their lives are enriched, they are calmer, show better, and are more adoptable. I'll absolutely do a wish list drive again!"

Like Michelle, you might be asking how you can get involved and help the shelter. There's an ongoing wish list and a way to donate on their website (www.awlqac.org). Or you might be interested in fostering dogs. "There's a program where you can take them out for the weekend so that they can socialize. The shelter has so many great volunteers who work hard for successful outcomes, and they can always use some help."

"I'd also like to get a group together to paint and spruce things up at the facility." Plus, she plans on helping out at other fundraising events. "I'm a certified yoga instructor and they've asked me to teach classes at a kitten yoga event!"

"Rescuing is so important and supporting these organizations gives animals a chance in the world. This is where my heart is."



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