

Angela Decker

Second Act Awardee

A woman who draws from previous life and work experiences to find success as an entrepreneur.



Angela Decker's path to entrepreneurship was a gradual evolution shaped by her life experiences. Right out of high school, she found a career she loved, centered around helping people. As a stay-at-home mother, she still craved productivity and dabbled in home-based ventures. A pivotal moment came when Angela and her husband ventured into real estate, navigating relocations and investments. The prospect of guiding others through the real estate world while balancing family needs and entrepreneurial dreams felt like the perfect fit, propelling her into entrepreneurship.

Stepping into the shoes of a respected real estate business was both an honor and a challenge for Angela. Taking over from a highly esteemed female co-founder felt like a daunting task, but Angela was determined to rise to the occasion. Overcoming feelings of inadequacy required self-discovery and resilience. Angela faced a steep learning curve in mastering daily operations and building relationships with agents and industry affiliates. The challenge of managing low inventory against surging buyer demand tested her resolve, but each hurdle only reinforced her commitment to growth and success.

Angela's success in real estate is rooted in professional expertise and personal experiences. Her previous career experience in recruiting and staffing honed her ability to build meaningful relationships, laying the foundation for her future in real estate. Her personal experience of relocating multiple times illuminated the profound impact of a dedicated realtor. This ignited her passion to be an unwavering advocate for others, guiding them through the emotional whirlwind of moving with compassion and expertise. For Angela, success transcends numbers; it's about fostering an environment where growth flourishes. Empowering agents to realize their potential and witnessing newly licensed agents find their footing fills her with pride. Staying abreast of legal changes through local industry involvement and volunteering on committees grants invaluable insights to share with agents. Fostering innovation and encouraging staff to contribute ideas that elevate service solidify the firm's standing in the industry. These accomplishments, rooted in empowerment and collaboration, are her true measure of success and promise a brighter future.

Angela's entrepreneurial journey challenges the status quo by defying gender norms in the real estate industry. As of 2023, 64% of realtors are female, yet only around 35% of brokerage owners are women. Angela disrupts this pattern by assuming ownership and showcasing that women can lead and own brokerages. She aims to inspire other female agents, demonstrating that gender should not limit entrepreneurial aspirations. By empowering women in leadership positions, Angela hopes to pave the way for increased representation and equality in traditionally male-dominated industries, fostering a more inclusive landscape for future generations.

Under Angela's leadership, RE/MAX Preferred Associates has significantly impacted the community through its consistent support of local charities. One of the most notable initiatives is the annual fundraising event for Children's Miracle Network and the Susan G. Komen Toledo chapters, which has raised over \$550,000 to date. The firm also lends its support to various other organizations that are important to both the agents and the community, including the Victory Center, Cherry St. Mission, Vision Ministries, Good Grief of NWO, the Ability Center, Task Force 20, and Habitat for Humanity. Through these contributions, Angela is making a tangible difference, supporting the community's well-being and encouraging her agents to do the same.

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