

MIKE D'AMBROSIO

A Strength-Based Partnership Built on Integrity

celebrating leaders ◀◀

By Katie Williamson

“I enjoy the management side [of things]. We have an awesome team here and at Intero in general... It brings a lot of significance helping people and seeing them have breakthroughs.” – Mike D'Ambrosio

Pursuing A Passion

Mike D'Ambrosio grew up in an Italian family of successful entrepreneurs. After graduating from Sacramento State in 2008, he hit the ground running to begin his real estate career.

2008 was a difficult year to break into real estate, but Mike has never been known to back down from a challenge. He was committed to serving his clients in Sacramento where he worked behind the scenes at a small, family-owned mortgage company and sold real estate on the side. In a few short years, he made a name for himself in the mortgage and real estate industry before transitioning back to the Bay Area and starting his own company, D'Ambrosio Real Estate.

Though he was successful on his own, he continued to feel the desire to push himself to the next level.

In the Bay Area, Mike was surrounded by the support of his family, as well as their many examples of overcoming adversity and maintaining a strong work ethic. Coming from a family of successful entrepreneurs, Mike could have easily set his real estate career aside and stepped into one of his family's businesses. However, rather than follow in their footsteps in the restaurant industry, Mike chose to continue pursuing his passion and found his niche at Intero Real Estate Services.



It wasn't long after working at Intero before he met Laura through the Italian American Heritage Foundation. The two instantly clicked and knew that a partnership would bring big things.

A Strength-Based Partnership

Both Mike and Laura call working together as one of the best business decisions of their careers. They describe their partnership so positively because it is based on mutual trust and leveraging individual strengths.

Laura, the Vice President for Business Development at Intero, focuses her energy on event planning, developing relationships, managing social media, and producing Mike's weekly podcast, MikeD. Mike is always thinking and dreaming of how to take something ordinary and turn it into something excellent. When asked about working with Mike,

Laura quickly responds, “I had my own business for 15 years before meeting Mike. He's the only one who really got what I did. Mike understood this multi-faceted person could do everything that he needs to have done and he can focus on what he does best. It's a strong leader who could do that.” Mike sees the best possible path ahead and how to get there, and Laura takes the vision and strategically turns it into a reality.

When it comes to Intero, Mike's primary focus includes sales, developing his agents, and creating a development division, but his formal titles are Broker Associate, Assistant Manager, and General Manager of New Development. His ability to see the potential in something and envision the strategies to take a project from good to great has steered him into a new role as the Head of New Development. His mind is always coming up with new ideas and new strategies.

Mike and Laura's partnership sits firmly on the belief that the sky is the limit, and anything is possible. As a pair, they are incredible at creating a plan and executing it; Mike's exceptional organization strategies and Laura's astute attention to detail are what make them successful.

Outside of Real Estate

Outside of work, Mike enjoys spending time with his wife and two young children: M.J. and Clare. His Italian roots run deep, and spending time with his extended family is also something he makes sure to keep as a top priority. Mike's philosophy on maintaining balance in the midst of multiple commitments is that organization is the key to success. He is incredibly detail-oriented, especially when it comes to his calendar. “I schedule out the entire year. What are the most important things in my life? I schedule all that out first, and then I fill in my business stuff around that.”

Everything for Mike is purposeful, and he maintains a high level of integrity by knowing his goals, scheduling his time, and following through in every

aspect of his life. For him, the key to maintaining his positive outlook on life is striving for his own definition of balance with business, family, friends, and his other outlet for expression and health – Crossfit.

At the end of the day, Mike is successful because of his commitment to pushing the envelope and exceeding his clients' expectations.

“Mike's mind is always going,” Laura says. “He's always coming up with new things and new ideas, so sometimes it takes a little vision and honing. He's always asking ‘What's new and what's next?’ And that's the fun part about working together.”