

MICHAEL

INFANTI,

ESQUIRE

▶ partner spotlight

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PREFERRED SETTLEMENT SERVICES

After graduating from the University of Florida with dual degrees in finance and economics, Michael Infanti, a third-generation Sarasotan, set out to pursue a Master of Business Administration (MBA). Upon learning that Stetson University was launching a new joint MBA and Juris Doctor (law degree) program, he seized the opportunity. "I realized that if I was going to invest the time and effort to earn an MBA, it made sense to also obtain a law degree at the same time," he explains.

That law degree has served Michael well. He has spent the past 25 years practicing real estate law and five of those years serving as Founder and Managing Partner of Infanti Law Firm and Founder and President of Preferred Settlement, a boutique agency providing full-service, client-centered title insurance and settlement services that make people happy.





From left to right: Sara Huddleston, Real Estate Closer; Hayley Baldinelli, Real Estate Closer; Michael Infanti, Real Estate Attorney; Jessica Marrone, Client Services Director; and Jenna Outerbridge, Client Services Manager

The magic of partnering with Preferred Settlement lies in the team’s ability to transform an often-stressful situation into a celebration of homeownership with communication at the core of the entire process. “We work hard to communicate with our clients to ensure they know and understand what’s going on

throughout the entire process,” Michael shares. “By the time they get to closing, we want to feel confident that we’ve done everything we can to alleviate their anxiety. Seeing their excitement after closing on a home, handing them the keys, and seeing them fulfilled is a very rewarding experience.”

You won’t find a stuffy legal approach when you work with Preferred Settlement. The team cultivates an exceptionally professional and friendly environment, leveraging technology and a heartfelt personal touch that differentiate the agency. “We are about interactions, handshakes, and meaningful

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conversations,” Michael remarks. “Although technology automates the process, we make sure the experience is personal.” This culture of client-centric care is why Michael started his businesses—instead of being all things to everyone while working at a large national law firm, he wanted to dive deeper into his clients’ needs. “What that means is that I have fewer clients so I can work with them more closely,” he expresses.

Preferred Settlement’s relational versus transactional manner extends to agents and REALTORS®. “We offer education programs, social events, and complimentary attorney consultations through our concierge-level services,” Michael comments. “We are constantly striving to not only meet, but also exceed, our clients’ needs and expectations.”

Michael spends much of his day talking to clients and real estate partners, answering questions and doing as much as possible to simplify what agents need to do. “After the contract is signed and sent to us, our job is to get the deal done,” he advises. The process is easy: Send an order to orders@preferredsettlement.com.

com, and the team—with more than 50 years of combined experience—gets to work. Because Michael hires the right people with the right mindset, someone answers every phone call and returns each email on the same day. “We don’t tolerate non-responses,” Michael asserts. “We talk about customer service every day. Our unwavering commitment is to prioritize the needs and our clients and customers. Ensuring their satisfaction is at the forefront of everything we do.”

Aside from being an attorney, Michael has a passion for purchasing and developing “broken” projects (i.e., projects others have abandoned or determined are too difficult to pursue). “Complicated transactions are the most interesting because, while difficult, they often offer the greatest potential,” he states. As a result of his firsthand experience, he truly understands and appreciates the complexities and anxieties that often accompany a transaction. “Whether buying your first home or negotiating the most complicated transaction of your career, I know what it’s like to be in your shoes.” His empathy, coupled with his legal expertise, empowers him to provide your clients with insightful

guidance throughout their real estate journey.

When Michael steps away from the closing table, he keeps busy with his wife, Jennifer, and their son (12) and daughter (9). The active family enjoys any outside activity, such as boating and sailing. Jennifer, a former teacher, is an active volunteer in the Sarasota County school system. Michael is also very active in the community, and has served on numerous community boards, associations, and non-profits for more than two decades.

The local community has benefited greatly from Michael’s decision to pick up that law degree many years ago. If you have not yet partnered with him, now is the time. You will quickly realize how Preferred Settlement is different and can make your life easier.

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