

MICHAEL S. BIGLANE

Real Estate & Investment Strategist | Title & Mortgage Leader |

AI-Driven Real Estate Innovator

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Executive Summary

Dynamic real estate executive with 35+ years of experience leading title, mortgage, development, and investment-education operations. Specializes in scaling sales organizations, optimizing high-volume closing environments, and architecting systems that increase speed, compliance, and investor returns.

Author, mentor, and keynote-level educator recognized for developing proprietary frameworks and AI-enhanced strategies that simplify complex investments and drive long-term portfolio growth.

Core Leadership Strengths

- P&L Ownership · Multi-Entity Operations · Compliance Governance
 - Real Estate Investment Strategy · Portfolio & Deal Structuring
 - Title & Mortgage Operations · Risk Management · Policy Design
 - Sales Organization Design · Seminar & Event-Based Acquisition
 - Market & Trend Analysis · AI-Enhanced Valuation & Targeting
 - Training Architecture · Curriculum & Content Development
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Career Highlights

- Led and scaled seminar-driven sales organizations of up to 200 producers, achieving industry-leading conversion and retention rates.
 - Conducted 10,000+ real estate closings over 35 years with 100% regulatory compliance.
 - Reduced title-closing timelines by approximately 25% through standardized documentation, verification protocols, and buyer-education systems.
 - Authored *Cracking the Code to Real Estate Investing* (2022), adopted by hundreds of professionals as a foundational investing playbook.
 - Designed the Package A mentorship program and national curriculum for New Wealth Advisors Club, still in use more than a decade after launch.
 - Pioneered AI-driven market-analysis techniques and proprietary evaluation frameworks that increased development-conversion success rates by 35% and accelerated investor decision-making.
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Executive Experience

Founder & Principal – Real Estate Investment Coaching and Systems

Biglane Mentoring Service · 2007–Present

- Serve as strategic advisor and mentor to new and experienced investors nationwide, with long-term partnerships including Lee Arnold Group and New Wealth Advisors Club.

- Delivered 150+ keynotes and large-format training sessions (500+ attendees), positioning real estate as a systematized, replicable wealth-building vehicle.
- Architected buyer-guidance and consultation frameworks that increased first-time investor closing rates by 28% and client satisfaction by 45%.
- Built property evaluation and due-diligence checklists that cut analysis time by 40% while improving deal quality and risk controls.
- Developed negotiation-psychology workshops that consistently produced stronger buyer terms, including average savings of roughly \$12,000 per transaction.

Owner & Managing Principal – Title, Mortgage & Closing Operations

Valid Title · Biglane Mortgage · Fee Simple Title · 2002–2010

- Founded and led multiple real-estate-services entities spanning title insurance, mortgage brokerage, and settlement services.
- Oversaw execution of 10,000+ title closings with zero violations, instituting rigorous compliance, documentation, and buyer-protection standards.
- Cut mortgage-underwriting approval times by 20% by redesigning workflows, documentation, and communication with lending partners.
- Created buyer-education materials and closing checklists that reduced last-minute issues, client anxiety, and post-closing questions by double-digit percentages.

- Built reporting and file-tracking systems that improved error detection, audit readiness, and overall operational reliability.
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Development & Market Impact

- Developed thousands of acres in Maryland into thriving residential communities, including “Biglane’s Choice,” a project that matured into a small town in Southern Maryland.
 - Led custom-home development initiatives providing end-to-end guidance—site selection, design, financing coordination, and closing oversight.
 - Implemented transparent market-analysis practices and personalized property-selection methods that strengthened buyer trust and repeat business.
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Thought Leadership & Innovation

- **Author:** *Cracking the Code to Real Estate Investing* (2022); currently authoring *Cracking the AI Code to Real Estate Investing* (anticipated 2025).
- Created 100+ training modules on negotiation, psychology, and investment analysis, adopted across national real estate-training ecosystems.
- Designed and launched New Wealth Advisors’ core mentorship curriculum, which remains a flagship program more than 14 years after introduction.

- Pioneered AI-powered tools and frameworks for real estate deal sourcing, market timing, and investment evaluation to help buyers navigate volatile markets.
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Education, Licenses & Credentials

- Florida Real Estate License – Active since 2005
 - Florida Title Insurance License – 2003–2010
 - Licensed Mortgage Broker – 1997–2009
 - Florida Notary Public – Current
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Technical & Analytical Skills

- CRM Platforms · Digital Marketing Automation
 - Market Trend Analysis & Forecasting
 - Contract Negotiation & Complex Transaction Structuring
 - Title Insurance Compliance & Risk Controls
 - Mortgage Underwriting & File Structuring
 - AI Platforms for Real Estate Applications
 - Investment Property Evaluation & Modeling
 - Real Estate Application & Workflow Development
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If you tell me the **exact role title** you're targeting (e.g., "Chief Real Estate Officer," "Head of Investment Strategy," "SVP, Real Estate

Operations”), I can tune headings, metrics, and wording to mirror that job description for maximum impact.