



## Media Guest Sheet – Kim Costa

Kim Costa is a nationally recognized Realtor, author, and creator of *The Wheel House Method*—a pioneering framework that helps agents and clients align home decisions with purpose, productivity, and personal growth. A Top 5% Realtor with Sotheby's International Realty, Kim also hosts *American Dream TV*, where she highlights stories of lifestyle transformation through real estate. Her upcoming book, *Live in Your Wheel House*, shows agents how to elevate client relationships and build sustainable success through authenticity and alignment.

### Suggested Discussion Topics

- How to move beyond transactions to transformations
- Using The Wheel House Assessment to uncover what clients truly value
- Turning emotional intelligence into a referral engine
- How agents can reduce burnout and find renewed purpose
- Creating win-win experiences that build loyalty and trust

### Sample Interview Questions

1. How does *The Wheel House Method* help agents better understand and serve their clients?
2. What are the biggest mistakes agents make when focusing only on aesthetics or transactions?
3. You train agents on how to "stay, go, or reno" — how does this mindset help them retain clients?
4. What's the link between empathy, trust, and agent success?
5. How can agents use alignment to set themselves apart in a crowded marketplace?

6. What's one mindset shift that could change an agent's career trajectory?

***Kim Costa — Realtor, Speaker & Author***

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