

The Practice Introduction

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Miami Residential Real Estate



As you consider buying or selling real estate in Miami, I thought it might be helpful to offer a little context about how I work and the perspective behind it. This is a brief introduction to the principles that shape my practice and what I hope the experience of working together can be.

Where I am coming from

After more than a decade working in Miami real estate, I stepped away for several years.

What followed was a four-year period of contemplation, travel, learning, and exploration that changed me in wonderful ways.

I am returning now with the same professional experience, but with a different perspective on life, work, and what I want this next chapter to be about.

Along the way, I also developed a coaching and mentoring practice, which has deepened the way I listen, ask questions, and accompany people through important decisions.

An insight and a change in perspective

That change in perspective had actually begun years before I stepped away from real estate.

As my contemplative practice deepened, I started noticing a simple but consequential shift in the way I approached the work.

I became less interested in asking:

What can I get from this?

and more interested in asking:

What can I give?

How can what I know, what I have learned, and the experience I carry genuinely benefit the person in front of me?

That shift changed the work for me.

The years away gave me more space to deepen that inquiry — and to understand more clearly why I wanted to return.

Last year, during a five-day hike through Vale do Pati, one contemplation arose that has stayed with me:

I've been given so much. Thank you!

What can I give in return?

That thought is shaping both how I am returning to real estate and what I want the work to be for.

Real Estate: a practice of service

I think of real estate representation as a relationship of trust, and the work itself as a practice of service.

Service, for me, is an expression of generosity.

It means bringing what I know, what I can do, and how I show up into genuine service of the person in front of me.

And I call it a practice because this is something I want to keep cultivating — not something I assume I have perfected.

The work gives me a real place to practice how I want to show up, especially when money, pressure, uncertainty, and competing interests are present.



The three pillars of my practice

Good intentions are not enough.

The work has to be done well, and the field in which it happens matters too.

For me, the practice rests on three things:

Knowledge —

understanding the market, the properties, the neighborhoods, the risks, the opportunities, and the details that matter.

Competence —

knowing how to apply that knowledge through preparation, negotiation, communication, coordination, problem-solving, and execution.

Care —

genuinely caring about the person in front of me, the decision they are making, the quality of the process, and the people involved — and allowing that care to shape how I act.

Care may mean moving quickly or slowing something down. It may mean saying something inconvenient, bringing in another professional, cooperating rather than escalating, or even walking away from a transaction when that is what the situation calls for.

Care is not separate from expertise. It gives expertise direction.

And when knowledge and competence are exercised with genuine care, the work happens within a different — more spacious and generous — field.

How I hold the work

I care about where we arrive. I also care about how we get there.

That begins with understanding the person before advising them.

*What are you actually trying to accomplish?
What matters beyond the property itself? What
are you uncertain about? What would make this
a good decision?*

The better I understand those things, the more useful my guidance can become.

From there, my responsibility is to offer the clearest and most honest perspective I can — even when the advice is inconvenient, slows a transaction down, or points away from one entirely.

But guidance is not the same as deciding for you.

Good representation should help you see more clearly, understand the tradeoffs, and feel informed, supported, and confident in the decisions you make. It does not replace your judgment. It helps you access it — and honors it.

And that same care extends to the way we move through the process.

Real estate can be demanding, uncertain, and sometimes stressful. But seriousness does not require unnecessary pressure, conflict, or heaviness.

Preparation, communication, respect, and good judgment can create a very different container for the work.

I do not promise a process without challenges. Too many people, variables, and circumstances are involved for that.

What I can do is help meet those challenges with attention, clarity, maturity, and as little unnecessary drama or harm as possible.

Because the process is part of the outcome.

What brings me back, personally

I am not returning simply because real estate is something I know how to do.

I am returning because I now understand more clearly what I can bring through it.

The work gives me a direct way to put years of experience in service of people making consequential decisions.

It gives me a place to practice generosity, care, discernment, right communication, and responsibility in real time.

And it gives me a way to generate abundance that can extend beyond the transaction — into relationships, communities, and work I care about more broadly.

That contemplation from Vale do Pati remains close:

I've been given so much. Thank you!

What can I give in return?

I do not think of it as a question I need to answer once.

I think of it as a question I want to keep living.



Miami, São Paulo, and beyond

My practice remains centered on Miami residential real estate, where I have worked for more than a decade.

My clients, however, have never belonged to only one place.

I have worked with people in Miami, elsewhere in the United States, Brazil, South America, Europe, and beyond.

For this season, my work is unfolding across Miami and São Paulo — reconnecting with clients, colleagues, and relationships built over the years while developing new ones across South Florida, Brazil, and South America.

For those in Miami, working this way broadens the relationships around my local practice, creating more connections and opportunities for the clients I represent.

For people in Brazil who may already own in Miami, this season creates another point of connection to their real estate interests. And for those considering Miami, it creates something I find especially valuable:

The relationship can begin before the property search begins.

We can sit together here and understand what you are actually trying to do, what questions need to be answered, what tradeoffs matter, and whether Miami real estate genuinely belongs in your plans.

Then, if we decide to move forward, you can arrive in Miami with greater clarity, preparation already underway, and a relationship already established — rather than beginning everything at once when you land.

*An invitation into a different way
of selling and buying real estate*

I do not believe every client is right for every advisor.

The relationship needs to work in both directions.

I work best with people who value a humane approach to buying and selling real estate — one where the transaction matters, but the people involved are never reduced to it.

People who value mutual respect, thoughtful advice, honest communication, preparation, and a relationship where both the process and the outcome matter.

What I can promise is not perfection.

It is presence. Experience. Preparation.
Honesty. Perspective. Care.

And a genuine commitment to handle important
work well.

The person before the transaction.

Expertise applied with care.

The process is part of the outcome.

If this way of working resonates with you, I'd be glad to connect and see whether we might be a good fit.

Advisor photos in advisor clothes coming soon.

Come back in two weeks.



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