

# Darrell & Jill SCOTT

Diving Into Business Together



Jill and Darrell Scott love to travel off the beaten path, especially if it takes them to the water. Both are scuba-certified, and plan trips every fall that allow them to dive and explore new underwater wildlife. They also often travel up to their cottage in Indiana where they can water ski and wakeboard.

Much like their outlook on adventure travel, Jill and Darrell dove right into working together as a married couple and haven't looked back since. But their adventures began long before that.

Though the couple first connected in Chicago in 2013, they had attended the same high school (Noblesville High School) in a small town in Indiana. In fact, their families lived just one-and-a-half miles apart. But because Jill was a freshman when Darrell was a senior, they didn't cross paths until a Colts game brought them together in 2013.

Because they came from the same hometown, the connection was immediate. The couple dated for three years before Darrell popped the question and the two were married in August of 2017. They have a French bulldog named Walter, and their son, Declan, was born in April 2019.

The Scotts work together at the Scott Group, but neither Jill nor Darrell went into real estate right out of college.

Darrell graduated with a degree in architecture from Ball State University. He finished his master's program in 2010 right after the



Darrell and Jill with their son, Declan.

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“

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”

– Darrell Scott

market crashed and when many architects were being laid off. Wanting to redirect his love of architecture into a new career, he decided to get his real estate license.

When Jill and Darrell met, Jill was working in marketing for TV and radio. Darrell’s crazy work schedule made it difficult for the couple to see each other enough—Jill was working during the week and Darrell’s weekends were filled with showings. When he found himself spread too thin one weekend, Darrell bribed Jill into covering a client for him and Jill was hooked. She left her graphic design job behind to join Darrell in real estate.

“Though our schedules can still be very hectic, I think we’ve found a much better balance working in real estate,” says Jill. “Especially now that we have Declan, we need to prioritize him and be okay [with] telling our clients we’re booked at certain times. I think we’ve found a lot of success in working together.”

The Scotts claim that support and patience are key to working with your spouse. They also emphasize the importance of not talking about work 24/7—even during the busiest of weeks. And much like any relationship, it helps them to know and understand each other’s strengths

Photo credit: Alina Tsvor

and weaknesses to identify which role each of them best plays in their business.

“Jill’s style is personal. She’s fascinated by our clients’ life stories and focuses on the relationships she builds throughout the process,” claims Darrell. “I’m more architecturally driven and focus on the numbers and intricacies of the industry. But while our approach is different, we both want the same outcome: to find the perfect homes for our clients.”

Like other REALTORS®, the Scotts love building valuable relationships with their clients.

“No two clients are the same, so it’s exciting to find a solution that fits their specific needs,” explains Jill. “It’s so rewarding to realize that our clients put 100 percent of their trust in us with one of the biggest financial decisions of their life.”

Working together has the added benefit of watching your spouse thrive. Each day Darrell and Jill are able to watch each other grow individually, together as a couple, and with other team members, which has been a rewarding experience for both of them.

Though the future surely has great things in store for the Scotts, their focus is on learning more about the industry.

“We believe it’s important to never stop learning,” notes Darrell. “You have to go to all the seminars you can, learn from other agents regardless of their volume, and learn anything you can from anyone. That’s a sure way to find success.”




Darrell and Jill at the Great Wall in China



Darrell and Jill scuba diving in Cozumel, Mexico





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