

Linda M. Schultz, Esq.

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Professional Summary

Self-motivated and experienced advocate for clients in law and real estate with strong negotiation, communication, and professionalism skills to bring a transaction to closure. Works well in a collaborative environment to reach desired results. Adept at handling confidential and or sensitive information.

Experience

Medina Law Group, P.A., Lakeland, FL

Jan 2025 - Present

Attorney

- Consult with and advise clients regarding estate planning
- Draft and prepare estate planning documents
- Provide legal opinions
- Draft and prepare legal pleadings
- Attend court hearings on behalf of clients

Saunders Real Estate, Lakeland, FL

May 2018 – Present

Real Estate Associate

- Assist property owners with disposing assets
- Assist property buyers in identifying and acquiring assets
- Tenant and landlord representation
- Negotiate lease terms on behalf of landlords and tenants
- Consult with and advise property owners/sellers and buyers
- Identify and analyze properties to compute estimated value
- Collaborate with brokers and advisors on property valuation
- Maintain complete database of comparable properties
- Compile demographic information using ESRI Business Analyst
- Create comprehensive flyer packages using Adobe InDesign

The Draves Law Firm, P.A., Orlando, FL

Oct 2016 – Dec 2024

Attorney

- Prepare legal pleadings and provide legal research
- Prepare correspondence to clients and opposing counsel
- Negotiate on behalf of clients in mediation and arbitration
- Maintain calendar for court hearings and meetings
- Organize case materials and assemble case files

Donald G. Powell (Tax Preparation), Gainesville, FL

June 2009 – Aug 2013

Office Manager

- Managed and administered the operation of the office
- Interacted with and provided support to the accountant's clientele
- Prepared quarterly and year end statements and tax returns
- Reconciled cash accounts, accounts payable and accounts receivable

Education

Nova Southeastern University, Shepard Broad College of Law May 2016
Juris Doctor (J.D.)

University of Florida Dec 2010
Bachelor of Arts (B.A.), Criminology

Daytona Beach Community College May 2008
Associate of Arts (A.A.)

Licenses

Real Estate Sales Associate Aug 2017
Florida

Memberships and Activities

The Florida Bar
Admitted 2018

American Bar Association
Member

Orange County Bar Association
Member

Variety – the Children’s Charity of Florida
Member

Polk County Planning Commission
Alternate Board Member

TigerTown Rotary
2022-2023 President

In Our Expert Opinion Podcast
Host

Polk County Flight to Honor
Fundraising Board

Emerge
2021 Social Committee Member