

GOAL : YOUR REAL ESTATE PROFESSIONAL

Career Summary

Serious and dedicated real estate professional with experience in residential and commercial properties. Varied range of properties managed includes luxury to vacation, single, duplex, multi-unit, waterfront, and investment. Expert counseling and guidance to both Sellers and Buyers of properties in non-duress as well as foreclosure and strained credit positions - occasionally resulting in personally acting as creditor in a lease-option sales, IRS Section 1031 Exchanges, Seller second mortgages, and even accepting unwanted personal property as commission in order to accommodate difficult and tight offers.

I felt so strongly about service to clients and wanted to strengthen ethics in our industry that I decided to start my own real estate company, a RE/MAX franchise. Purchasing the most visible corner grouping of properties in my home town; I created this company starting in 1997 with only 3 agents and eventually sold the franchise in 2003 at the height of the market with 12 agents as we were challenging the area's No. 2 office for sales position lead (the top 2 companies had over 40 agents each). The overwhelming success of my business was a direct result of my commitment to my clients and customers and the power of untold repeat business and referrals by those I had served.

The years 2000 and 2001 each resulted in over 80 homes I personally sold - followed by years 2002, 2003, and 2004 resulting in over 100 homes personally sold each year. Each of these years I was awarded the coveted Platinum Club designation which at that time was the highest production award you could receive. Additionally, each of these properties sales are not the sum of a team or company effort. I purchased my first house via land contract when I was 18 when interest rates were 18%. Since then I, along with my husband/partner, have fixed/sold numerous properties and owned and managed numerous rental units.

Expertise

- Mortgage Department Manager
- Multi-Million Dollar Producer
- Hundreds & Hundreds of Homes Sold
- Corporate Relocation Specialist
- RE/MAX Hall of Fame
- Degree in Real Estate
- Licensed in 1981 (WI) 2005 (FL)
- RE/MAX Regional Executive Council Board Member
- Prev. Broker/Owner RE/MAX franchise
- ABR Accredited Buyer Representative
- ABRM Accredited Buyer Representative Manager
- CRS Certified Residential Specialist
- GRI Graduate REALTOR® Institute
- Annually in the top 10 of over 800 WI RE/MAX agents

Experience

RE/MAX of Stuart - Stuart, FL

Broker/Associate, 2005 - Present Day

"Nobody in the World sells more Real estate than RE/MAX!"

RE/MAX stands out among RE companies having the most professional agents with exceptional levels of productivity, earned designations, accumulated ongoing education, and average years served. I am associated with the #1 top selling real estate brokerage in Stuart. In 2008 we were #1 in market share in the county*.

RE/MAX Valley REALTORS®- Oshkosh, WI

Broker/Associate, 2003 to 2005 (MAY)

- RE/MAX Platinum Club 2003,2004

After selling our franchise to the neighboring territory RE/MAX Broker, they leased our prime commercial location and I continued working as an agent for them in preparation for our family move to Florida. In this structure, I continued to increase my sales but also had more time for family and travel.

RE/MAX Realty Services - Oshkosh, WI

Broker/Owner, 1997 - 2003

- RE/MAX Platinum Club 2001, 2002
- RE/MAX 100% Club 1998, 1999, 2000

Purchased RE/MAX franchise to put peoples needs first in the home buying and selling process. I produced and managed a highly successful real estate office that also became the contender that seriously challenged the dominance of the long time established firms. I did whatever needed to be done to get people together.

Coldwell Banker Schwab Realty - Oshkosh, WI

Broker/Associate, 1996 - 1997

- Coldwell Banker Presidents Club 1997

Broker/Sales agent only a limited time here - got my feet wet in a successful & productive office. I earned the #4 sales position out of 40+ agents in the first year!

Banta Credit Union - Neenah, WI

Mortgage Dept Manager, 1994 - 1995

First Financial Bank - Appleton, WI

Mortgage Loan Officer 1987 - 1994

2 yrs Top 10 in Production - First Financial Bank 180 Offices, Wisconsin region.

Merrill Lynch Mortgage - Oshkosh, WI

Mortgage Loan Officer 1981 - 1985

"...as a REALTOR®, my mission is to provide excellent service to my clients and customers in the Treasure Coast area so that they may celebrate the purchase or sale of their home and create, in turn, an even better community!"

Education & Credentials

Certifications & Training

- **ABR** Accredited Buyers Representative (1999 to present)
The Accredited Buyer's Representative designation (ABR) is the benchmark of excellence in buyer representation. This coveted designation is awarded by the Real Estate Buyer's Agent Council (REBAC), an affiliate of the National Association of REALTORS®, to real estate practitioners who meet the specified educational and practical experience criteria.

The Accredited Buyer's Representative designation (ABR) is designed for real estate agents who focus on working directly with buyer-clients.
- **ABRM** Accredited Buyers Representative Manager (1999 to present)
Real estate brokers, owners and office managers play an essential role in delivering top-quality buyer-representation skills to their agents and homebuyers, this designation (ABRM) provides specialized training and continuing education for the oversight and management of buyer agents.
- **CDPE** Certified Distressed Property Expert
A Certified Distressed Property Expert® is a real estate professional with specific understanding of the complex issues confronting the real estate industry, and any foreclosure avoidance options available to homeowners. Through comprehensive training and experience, CDPE's are able to provide solutions for homeowners facing hardships in today's market, specifically short sales. CDPEs don't merely assist in selling properties, they serve and help save their clients in need.
- **CRS** Certified Residential Specialist (1997 to present)
The Certified Residential Specialist (CRS) is the highest Designation awarded to sales associates in the residential sales field. The CRS Designation recognizes professional accomplishments in both experience and education.
- **CRP** Certified Relocation Professional (2002 - 2004)
Established in 1990, Worldwide ERC's Certified Relocation Professional (CRP) Program has quickly become a symbol of professionalism and is an industry premiere certification program. The CRP designation formally recognizes those who have mastered extensive knowledge on the principles and practices of relocation. A major purpose of the CRP program is the achievement of a common and universal understanding of the entire employee relocation field and recognition of those professionals who demonstrate mastery.

Achieving the CRP certification is a monumental endeavor with strict requirements regarding type of experience, education, and years of service in the industry.
- **GRI** Graduate REALTOR® Institute (1997 to present)
The Graduate REALTOR® Institute (GRI) symbol is the mark of a real estate professional who has made the commitment to provide a high level of professional services by securing a strong educational foundation. Graduates have taken at least 90 hours of specialized real estate related courses to achieve the designation.
- **AA Degree in Real Estate (1981)**
Received Associate Degree in Real Estate completing an exhaustive 2 year Wisconsin accredited curriculum from Fox Valley Technical College, Appleton, WI. Intensive studies of mortgage lending procedures, appraisal practices, marketing and many other facets of real estate including foreclosure, Section 1031 Exchanges, lease options, etc.

"My customers are also my Martin & St. Lucie County neighbors and like family, we succeed when we care for the success of others."

I have always believed that with the right guidance, you're that much more equipped to make the most of whatever comes your way. That's why so many people have turned to me when they come to that pivotal moment where every decision in buying or selling a home counts!

I bring over 29 years of industry knowledge to help my customers and clients capitalize on their important investments.

Knowledge is Power!