



Merrill Lynch Realty

OUR SUCCESS...IS OUR PEOPLE

We salute our Top Ten Associates for March, 1986

CONGRATULATIONS!



Karen Warner

The greatest satisfaction Karen derives from her real estate career is the daily challenges she faces. She loves to find the best homes for her buyers and the right buyers for her listed properties.

Already at 3 million in sales for 1986, Karen promises to have a record year. Her enthusiasm for real estate is contagious.

Karen is a graduate of the University of Michigan. She taught English as a second language to foreign adults as well as elementary school.

Her identical twin daughters, Melanie and Melissa will be starting college at the University of Michigan in the fall.

Birmingham Office - 646-6000



Gerlinde VanDriesen

Gerlinde VanDriesen is a dedicated sales professional who, after 13 years on the job, continually finds her work interesting and challenging.

Originally from West Germany, Gerlinde and her husband live on Green Lake. She is a REALTOR member of the Birmingham-Bloomfield Board of REALTORS and is on many of its committees, including the Professional Standards Committee.

This top Sales Associate belongs to Merrill Lynch Realty's Leading Edge Society, Four Million Dollar Club and the President's Club.

West Bloomfield Office - 851-8100



Laurette DeCastro

Laurette DeCastro has been successful in marketing properties in South Oakland County for the past five years. She specializes in the Pleasant Ridge area, and finds that her excellent reputation with clients, brings her referral business in many cases.

This REALTOR Associate has a Masters Degree in Education and spent eight years teaching, a few of which she served as a Reading Specialist.

To date, Laurette is already over the Two Million Dollar mark in sales for 1986. She is a dedicated professional who cares about each person she serves.

Birmingham Office - 646-6000



Allie Bishop

Allie Bishop traded a 25 year career in Business Management for a new career as REALTOR Associate. Her commitment to handling her real estate clients in the same businesslike fashion, as those she dealt with previously, has produced exceptional results.

In 1986, Allie became a Merrill Lynch Realty Million Dollar Club member in less than 60 days.

An active member of the Women's Council of Realtors, she is committed to improving her new profession as well as developing her own career and clientele.

Troy Office - 689-8900



Arlene Birsa

Arlene Birsa began her real estate career in 1977 and soon learned that success comes through hard work, knowledge of the real estate industry and through a sincere interest in the client.

Arlene has 3 daughters and has been a lifelong resident of Michigan. Before beginning real estate sales she enjoyed a successful career as a professional dancer and later a dance instructor for the Farmington Hills and Birmingham school program. She lives in Farmington Hills with her husband Paul, and is an active member in her neighborhood and community.

In 1986 Arlene has sold close to three million dollars in real estate thus far. She is a member of the Merrill Lynch Realty's Two Million Dollar Club, President's Club and Metro MLS Top 10% Club.

Franklin-Farmington Office - 626-9100

Ray Owens

Ray Owens' sincere interest in his clients and his thorough knowledge of the real estate business are two reasons why he is one of the company's leading sales people.

Ray entered the real estate business in 1973 and owned his own firm for five years before joining Merrill Lynch. He's extremely knowledgeable about the northwest region and enjoys assisting corporate transferees and local home buyers in the selection of property. Over the years many of his clients, transferred to the Detroit area for a second or even third time, have come back to Ray for another home.

A resident of Farmington for 30 years, Ray, his wife, Claudia, and son and daughter are active in the Brightmoor Tabernacle Church where Ray has been on the Board for nine years.

Ray attended the University of Detroit and was general manager of an Oakland County construction firm before becoming an Associate Broker.

Franklin-Farmington Office - 626-9100



Delores Davidson

Delores Davidson has a sincere interest in her clients and believes the company's progress and continued success is based on the friendship of the clients it serves.

Delores began her career as an administrative assistant in data processing and has held a number of volunteer positions. She graduated from Bay City Business College and in 1981 was awarded an Educational Achievement Award from the Metro Board of Realtors.

A longtime resident of Oakland County, Delores lives in the area with husband, Ricardo, and one son. She is a member of Merrill Lynch Realty's Five Million Dollar Club, Inner Circle member of the Leading Edge Society, Top 10% Club, Metro MLS, and President's Club. She also earned the Highest Closed Outgoing Referral award from Network 30, the national referral service which puts clients in contact with top sales agents such as Delores.

Franklin-Farmington Office - 626-9100



Allen King

For thirteen years, Allen King has been a successful full time Associate Broker in real estate. He has done extensive study in this field and holds the National Association of REALTORS designation of Certified Residential Specialist, an accomplishment of less than 1% of the total number of REALTORS in the United States. Graduate Realtor Institute, Realtor Alumni of Michigan, Merrill Lynch Realty's Two Million Dollar Club, and the President's Club are other accomplishments for Allen.

Allen has been a resident of West Bloomfield for 13 years. He lives there with his wife, JoAnn. They are both quite proud of their wonderful grandchildren.

Personal Professional Service and dedication to each client and customer has been the key to Allen's success. He says, "Real Estate gives me the opportunity to serve people and help them make decisions wisely."

Franklin-Farmington Office - 626-9100



Paul L. Wagner

Paul L. Wagner entered this exciting business 20 years ago, and for the past 17 years has been Merrill Lynch Realty's SALES ASSOCIATE OF THE YEAR. His continued success, which places him among the top real estate sales people in the country, is the result of a thorough understanding of the real estate profession and knowledge of his marketplace.

A father of four, Paul and wife, Dorothy, also a Merrill Lynch Sales Associate, live in Bloomfield-on-the-Lakes.

This top Associate Broker has a builder's license and for the past 14 years has been a member of Merrill Lynch Realty's Seven Million Dollar Sales Club. He also belongs to the Inner Circle of the Leading Edge Society which recognizes the top sales associates for Merrill Lynch Realty offices across the nation.

Franklin-Farmington Office - 626-9100



Jeanne Tilford

Enthusiastic, best describes Jeanne Tilford. It is her sincere interest in her clients and knowledge of the Troy area that places her among the company's Top Ten Sales People for the month of March.

A native of southeastern Michigan, Jeanne joined the company three years ago with a resume full of volunteer positions. She believes a career in real estate sales offers her an opportunity to serve people — introduce them to a community and to help in their selection of the right property.

Jeanne has been a Troy resident for ten years and has two daughters who attend Troy Schools. She is a member of Merrill Lynch Realty's Two Million Dollar Club, and the President's Club.

Troy Office - 689-8900



BIRMINGHAM
975 S. Hunter
at 14th Mile Rd.
646-6000

BLOOMFIELD HILLS
1520 N. Woodward
at Long Lake Rd.
647-5100

FARMINGTON HILLS
FRANKLIN
30840 Northwestern Hwy.
626-9100

TROY
5017 Rochester Rd.
at Long Lake Rd.
689-8900

ROCHESTER
1000 W. University
(in Meadowbrook Plaza)
651-8850

WEST BLOOMFIELD
4315 Orchard Lake Rd.
at Lone Pine Rd.
851-8100



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