



Merrill Lynch Realty

OUR SUCCESS...IS OUR PEOPLE

We salute our Top Ten Associates for April, 1986

CONGRATULATIONS!

Karen Warner

When Karen Warner decided to begin a real estate career, her first and foremost objective was service. Karen, a graduate of University of Michigan and a former English teacher, knew if she treated each client with respect and consideration of their individual needs, not only would success in real estate be a natural, but trust and loyalty would be established. Because of her sincerity, her love for people, and her enthusiasm of real estate, Karen is now one of our top Sales Associates.

With over 4 million in sales recorded for the first six months, Karen promises to have a record year in 1986. Congratulations Karen! Keep up the good work!

Birmingham Office - 646-6000

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 Buyer 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

Terry Webster

Terry Webster is an experienced Realtor Associate who's been in the business for 8 years. After only one year with Merrill Lynch Realty, she is among the Top Ten sales people for the month of April.

Prior to her real estate career, Terry served as an operating room nurse at Providence Hospital for 5 years.

Terry especially enjoys new construction real estate and gets the greatest satisfaction in finding her buyers a "new home."

Bloomfield-Hills Office - 647-5100

Marilyn Rolph

UNCOMPROMISING INTEGRITY and a thorough knowledge of the real estate profession have marked the distinguished thirteen year career of Marilyn J. Rolph. These high standards have resulted in Marilyn's constant high rankings among Merrill Lynch's sales leaders. During her career she has produced over \$34,000,000 in sales.

Marilyn is a member of Merrill Lynch's President's Club and the Leading Edge Society.

Birmingham Office - 646-6000

Jean Lawes

Jean Lawes truly enjoys working with people from every walk of life. Her sincere interest in clients places her among the company's Top Ten Sales Associates for the month of April.

A mother of four, Jean has been in real estate for fifteen years and has attended classes at Oakland University. She also has five grandchildren.

Jean and her husband, Bayard have been residents in the Rochester area for eighteen years. She is a Realtor Associate, a member of the President's Club and Merrill Lynch Realty's Three Million Dollar Club.

Rochester - 651-8850

Harvey Reynolds

Harvey Reynolds first obtained his real estate license nine years ago, and after working for the Seaver Title Insurance Company, is back in the real estate business and doing wonderfully. He finds his work interesting and challenging.

Presently at Two Million Dollars in sales for 1986, this Associate Broker is having one of his best years in the business. It is his experience and dedication to serve, that places him among the Merrill Lynch Realty Top Ten Sales people for the month of April.

Troy Office - 689-8900

Arlene Birs

Arlene Birs 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 programs. She lives in Farmington Hills with her husband Paul, and is an active member in her neighborhood and community.

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

Franklin-Farmington Office - 626-9100

Brent N. Cleland

Brent N. Cleland entered the real estate business in 1969, after graduating with a Bachelor of Science degree in Biology from Hillsdale College. He is a real estate Broker and Vice President of Merrill Lynch Realty at the Rochester Office.

Outside of his busy career, Brent enjoys hunting, fishing and golfing. He resides in Rochester Oakland Township. This month we honor him among the Merrill Lynch Realty Top Ten Sales people for the month of April.

Rochester Office - 651-8850

Sharon Kiptyk

Sharon Kiptyk joined the company's Bloomfield Hills office in 1979 with a single goal: to build a successful career in real estate sales. Thanks to her thorough knowledge of the marketplace and a sincere interest in people, she is consistently one of the company's top sales people.

A native of Michigan, Sharon graduated from Michigan State University with a degree in business administration and joined IBM as a Market Support Representative.

Sharon and husband, John, have two sons, Michael, a senior at Seaborn High School, and Bill, a senior at the University of Michigan. The Kiptyk family lives in a home built in the late 1920's in Bloomfield Village.

She is a member of the Four Million Dollar Club, Leading Edge Society, and President's Club.

Bloomfield Hills Office - 647-5100

Marilyn Robbins

Marilyn Robbins enjoys real estate sales because she has been extremely successful at it. After seven years in the business she finds it just as rewarding and challenging as the day she started.

Marilyn is an Associate Broker and a member of the Leading Edge Society, President's Club and Merrill Lynch Realty's Five Million Dollar Club. Her accomplishments also include holding both a Bachelor's degree and a Master's degree in business.

Marilyn and husband, Gary are proud of their children and have been residents of Troy for ten years.

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
4316 Orchard Lake Rd.
at Lone Pine Rd.
851-8100



OPEN MONDAY-FRIDAY 9 a.m.-7 p.m. SATURDAY 9 a.m.-5 p.m. OPEN SUNDAYS