



Merrill Lynch Realty

OUR SUCCESS...IS OUR PEOPLE

We salute our Top Ten Associates for June 1986

CONGRATULATIONS!



Anna Pearcy

Dedication and determination describe Anna Pearcy, one of the most productive sales associates in the area. Anna entered the real estate business nine years ago and soon became an expert in the marketing and evaluation of property in the Rochester area.

A mother of three daughters, Anna graduated from Indiana University with a degree in marketing and moved to Rochester 13 years ago with her husband, David.

She's a member of Merrill Lynch's Five Million Dollar Club, Leading Edge Society, and President's Club.

Rochester Office - 651-8850



Sharon Kipyk

Sharon Kipyk 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 Seaholm High School, and Bill, a senior at the University of Michigan. The Kipyk family live in a home built in the late 1920's in Bloomfield Village.

She is a member of the Four Million Dollar Club, President's Club and the Inner Circle of the Leading Edge Society which recognizes the Top Sales Associates for Merrill Lynch Realty across the country.

Bloomfield Hills Office - 647-5100



Shirley Peisner

Shirley began her real estate career in 1972 and soon learned that success comes through hard work, knowledge of the real estate industry and a sincere interest in the client.

She and her husband have lived in Huntington Woods for over twenty years and during that time they have been active in many community projects such as the Residents Association, and the Central Plaza project.

In 1986, Shirley has sold close to Three Million Dollars in real estate thus far.

She is a member of the Merrill Lynch Two Million Dollar Club and is a REALTOR member of both the Birmingham Board of REALTORS and the METRO Board of Realtors.

Franklin-Farmington Office - 626-9100



Doty Hodges

Doty Hodges' outstanding sales record has once again placed her among the Top Ten Sales people for the month of June. Doty has been a resident of Birmingham, Bloomfield Hills and West Bloomfield for 20 years and is enthusiastic and very knowledgeable about the suburban areas.

Her success and dedication have brought satisfaction to her clients. Warmth, lasting friendships and sincere interest in her job have brought Doty continued success in Real Estate and placed her as a member of the Merrill Lynch Realty Three Million Dollar Club and the President's Club.

This mother of four is a graduate with a B.A. in English and Art. Before joining the company Doty was an interior design consultant, and still enjoys this work in addition to being a full time Associate Broker.

West Bloomfield Office - 851-8100



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 transfers 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

Paul L. Wagner

Paul L. Wagner entered this exciting business 21 years ago, and for the past 18 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-Lake.

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.

Paul has also been awarded American Salesmaster's "Oscar," which recognizes top salespeople from all fields in the entire country.

Franklin-Farmington Office - 626-9100



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



Celia Brown

A member of the Merrill Lynch Realty Three Million Dollar Club, Leading Edge Society and President's Club, Celia enjoys the challenge of a rewarding real estate career.

With 16 years experience in real estate sales and marketing, representing both new construction and existing homes, she is committed to her clients in establishing priorities and meeting their needs.

It is through personalized service that Celia has been successful in receiving many referrals.

Rochester Office - 651-8850



Charlene Clucas

Charlene Clucas has enjoyed a successful career in the sale of residential and commercial real estate for the past nine years. She's enthusiastic, thorough, and knowledgeable about the areas she services.

A mother of two, Charlene's warm, easy going style has helped her to maintain lasting friendships over the years with many of her customers — last year over 80 percent of her business came through personal referrals. Charlene lives on an all-ports lake in the Union Lake area with her husband, son and daughter. She's also active in her neighborhood association and Lakefront Owner Association.

Charlene is an Associate Broker, member of the Merrill Lynch Realty's Three Million Club, Leading Edge Society and President's Club.

West Bloomfield Office - 851-8100



Eleanor Feeley

Eleanor Feeley began her successful real estate career just three years ago and soon became one of the company's top performers. This dedicated Sales Associate believes that a successful sales person must enjoy "problem solving" — putting the right buyers and sellers in touch with another and taking care of the myriad details that result in successful closings.

Eleanor graduated from Simmons College in Boston where she majored in Dietetics and Home Economics. The Feeleys were transferred to the area in 1976, and Eleanor soon became an expert in the marketing and evaluation of property in the Greater Rochester area.

Eleanor, husband, Edward and four children live in Oakland Township. She belongs to the American Association of University Women and is a member of St. Andrews Church. Eleanor also is a member of Merrill Lynch Realty's Million Dollar Club.

Rochester Office - 651-8850



BIRMINGHAM

975 S. Hunter
at 10th Mile Rd.
646-6000

BLOOMFIELD HILLS

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

FARMINGTON HILLS

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