



# Merrill Lynch Realty

## OUR SUCCESS...IS OUR PEOPLE

We salute our Top Ten Associates for August 1986

CONGRATULATIONS!



### 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 October. 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 nineteen years. She is a Realtor Associate, a member of the Presidents Club and Merrill Lynch Realty's Four Million Dollar Club.

Rochester - 651-8850



### Claudette Rebant

Claudette Rebant is a native to the metropolitan Detroit area. She has been with Merrill Lynch Realty just over a year, but has spent five years in sales prior to joining the company.

Claudette and her husband have two children. John is a freshman in college and Rachelle is a senior at Lahser High School. They make their home in Hickory Heights in Bloomfield Hills.

In the past Claudette worked for General Motors and a property management company in downtown Detroit. With that experience and the fact that her husband has been with a major lender for many years, it was only natural for her to migrate into the real estate business. She loves her work because she loves working with people.

Birmingham/Bloomfield Hills Office 647-5100



### Gigi Debbrecht

This REALTOR Associate identifies with transferees since she and her family have made several corporate moves. They most recently moved from Dallas, Texas, where she was in real estate. She and her husband have 2 sons, Michael, a sophomore at MSU and John a recent Sealston graduate. The Debbrechts live in a historic home in downtown Birmingham.

Gigi is member of the Merrill Lynch Realty Two Million Dollar Club and an Honors graduate of the University of Wisconsin.

Birmingham/Bloomfield Hills Office 647-5100



### Sue Nelsen

A native Californian, Sue Nelsen has definitely made her mark in real estate in the four short months she has been with Merrill Lynch.

Upon graduation from the University of Southern California, Sue and her husband, Bill, moved around the country while he pursued a career in professional football. Sue first developed an interest in real estate in Cleveland, Ohio, where she bought and managed a rental property.

Two years ago Sue and her family moved to this area when her husband accepted a coaching position with the Detroit Lions. She became enamored with the area and decided to make what was formerly a hobby into a full time career.

She and Bill have 3 children; Keith, a recent graduate from The University of Virginia; Misty, a senior at Penn State; and Tim, a freshman at Grand Valley State.

Birmingham/Bloomfield Hills Office 647-5100



### 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/Bloomfield Hills Office 646-6000



### Lucy Norman

Lucy Norman began her successful real estate career 19 years ago and is regularly one of the company's top performers. "The work is as exciting today as the day I started," she says.

Lucy is an expert in the marketing of property in the Lakes Area and northwest region and is thoroughly knowledgeable about the many communities she services.

A mother of one son, Lucy and husband, Jim, live in Union Lake. She is a member of Merrill Lynch Realty's Million Dollar Club, Leading Edge Society, and President's Club.

West Bloomfield Office - 851-8100



### 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 several of its committees, including the Professional Standards Committee.

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

West Bloomfield Office 851-8100



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



### Marilyn Robbins

Marilyn Robbins enjoys real estate sales because she has been extremely successful at it. After eight years in the business she finds it just as rewarding and exciting 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. This top Sales Associate is also a member of the prestigious Four Club, which recognizes outstanding Merrill Lynch sales associates across the nation. Her accomplishments also include holding a Bachelor of Science and a Master's Degree in business, a private pilot's license and flying her own airplane.

Marilyn especially likes working with transferees. She and husband Gary moved seventeen times before settling in Troy eleven years ago, so she knows first-hand what's involved to make a transfer go smoothly for both buyers and sellers.

Troy Office - 689-8900



### 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/Bloomfield Office - 646-6000

**BIRMINGHAM/BLOOMFIELD**  
1520 N. WOODWARD  
(at Long Lake Rd.)  
646-6000

647-5100

**FARMINGTON HILLS**  
FRANKLIN  
30840 Northwestern Hwy.  
626-9100

OPEN MONDAY-FRIDAY 9 a.m.-7 p.m.

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

SATURDAY 9 a.m.-5 p.m.

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

OPEN SUNDAYS

**WEST BLOOMFIELD**  
4316 Orchard Lake Rd.  
at Lone Pine Rd.  
851-8100

