



Merrill Lynch Realty

OUR SUCCESS IS OUR PEOPLE

We salute our Top Ten Associates for September 1986
CONGRATULATIONS!



Marion O'Donnell

Marion O'Donnell has been in real estate for 6 1/2 years and is a member of the Million Dollar Club. Residents of Bloomfield Township, Marion and her husband, Jim, have four children. Three are graduates of the University of Michigan; the youngest presently attending the University.

Before coming to Michigan, Marion spent 20 years living abroad, Jim's position with General Motors provided numerous opportunities to travel extensively meeting people from all over the world.

Because of her travels and many personal transfers, Marion is especially sympathetic to transfers — related to the frustrations and anxieties of moving into the area.

Welcome aboard!!

Birmingham-Bloomfield Hills Office - 616-6000

Barbara Young

Barbara Young has been a top Associate Broker in real estate for 8 years. Her enthusiasm for her work has placed her among the Merrill Lynch Realty Leading Edge Society, President's Club, and Three Million Dollar Club.

Barbara is a proud mother of 4 children and one granddaughter. She and husband, Bob, have resided in Troy for 14 years.

Real estate is a people business, and Barbara's pleasant personality and enjoyment in meeting new people, make her quite successful in her career.

Troy Office - 689-8900



Doris Rogers

Doris Rogers has a sincere love for people. For 11 years, she has enjoyed matching people and houses primarily in the Birmingham-Bloomfield area.

This REALTOR-Associate is a mother of 4 children, and a resident in the Birmingham area for over 10 years. Doris is a member of the Merrill Lynch Realty Two Million Dollar Club and this month we honor her among the Top Ten Sales Associates for the month of September.

Birmingham-Bloomfield Hills Office - 616-6000

Karen Warner

When Karen Warner decided to begin in 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 of people, and her enthusiasm of real estate, Karen is now one of our top Sales Associates.

Not only is Karen successful in her career, but exuberates pride as she speaks of her identical twin daughters, Melanie and Melissa, both Freshman at the University of Michigan.

With over \$ million in sales recorded this year, Karen promises to have a record in 1987.

Congratulations Karen! Keep up the good work!

Birmingham/Bloomfield Hills Office - 616-6000



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 50, the national referral service which puts clients in contact with top sales agents such as Delores.

Franklin-Farmington Office - 626-9100

Arlene Prey

Arlene Prey has been extremely successful marketing properties in the Farmington area for the past 11 years. She formerly worked for another Realtor where she was their number one salesperson for 10 consecutive years!

This REALTOR-Associate is a resident of Farmington, and a mother of two sons, Marc, 25, and Todd, 20.

Serving people and meeting their needs keeps Arlene challenged in her real estate career. She is extremely dedicated to keeping her clients satisfied.

Franklin-Farmington Office - 626-9100



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 the 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

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 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



Paula Elwell

Paula began her real estate career just one year ago. Having already achieved membership in the Million Dollar Club, Paula's hard work and efforts are evident.

Residents of Bloomfield Hills, Paula and her husband, Pat, have two children, Pat and Kelly.

Even with her family responsibilities and her hectic real estate career, Paula still finds time to support her husband with their family owned restaurant, Patrick's Shalea Inn in Auburn Hills, and complete her Psychology degree at Oakland University, where she is a member of the President's Club.

A real "people person," Paula is a definite asset to the real estate profession and to Merrill Lynch Realty.

West Bloomfield Office - 851-8100

Anna Peurey

Dedication and determination describe Anna Peurey, 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.

Anna is a member of Merrill Lynch Realty distinguished Inner Circle of the Leading Edge Society, Five Million Dollar Club, and President's Club.

Rochester Office - 651-8850



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

**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
4376 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

