



Merrill Lynch Realty

OUR SUCCESS IS OUR PEOPLE.

We Salute our Top Ten Associates for December 1986

CONGRATULATIONS!



Bob Tennant

Bob Tennant has had a long and successful real estate career. With twenty years in the business, this REALTOR-Associate has a thorough knowledge of his marketplace in Birmingham, Bloomfield and surrounding areas.

Bob and his wife, Joyce have been residents in Clawson for 24 years. They have enjoyed raising 7 children, whom now reside in 6 different states from New Jersey to California.

Real estate is a people business and Bob sincerely enjoys the variety of clients he deals with on a daily basis. We honor Bob in the Merrill Lynch Realty Three Million Dollar Club and this month among the Top Ten Sales Associates.

Birmingham-Bloomfield Hills Office - 646-6000



Anna Pearey

Dedication and determination describe Anna Pearey, one 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, Six Million Dollar Club and President's Club.

Rochester Office - 651-8850



Paul L. Wagner

Paul L. Wagner entered this exciting business 22 years ago, and for the past 19 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. His sales and listing sold for 1986 were 7,992,000 million.

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



Lucy Norman

Lucy Norman began her successful real estate career 20 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 serves.

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

West Bloomfield Office - 851-8100



Roseanne Stittle

Roseanne Stittle regards real estate as a business where you are constantly learning and able to draw on past successes. Her positive attitude and hard work have paid off as we find her among the Top Ten Sales Associates for the month of December. She is also a member of the Merrill Lynch Realty Two Million Dollar Club.

Roseanne has been a resident in the Birmingham area for 32 years. She has 2 married sons and 5 grandchildren.

Having been in real estate for 16 years, Roseanne has this to say about her career, "People are awarded according to today's abilities and talents rather than by past accomplishments."

Birmingham-Bloomfield Hills Office - 646-6000

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

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

Birmingham-Bloomfield Hills Office - 647-5100



Marilyn Rolph

UNCOMPROMISING INTEGRITY and a thorough knowledge of the real estate profession have marked the distinguished fourteen year career of Marilyn B. Rolph. These high standards have resulted in Marilyn's consistent high rankings among Merrill Lynch's sales leaders. During her career she has produced over \$39,000,000 in sales.

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

CONGRATULATIONS MARILYN!

Birmingham-Bloomfield Hills Office - 646-6000
or 647-5100



Joan Bessinger

Joan Bessinger has been in the real estate business for 7 years. She has been successful in marketing properties in the Farmington Hills area as we find her among the Top Ten sales people for the month of December.

Joan has a Fine Arts degree from Michigan State and previously worked in the Arts field and Advertising. She finds satisfaction in her real estate career because she likes people and likes houses.

Joan and husband, Roger have 3 children and live in Farmington Hills. This REALTOR-Associate is a member of Merrill Lynch Realty's Two Million Dollar Club, Metro Club and The President's Club.

Franklin-Farmington Office - 626-9100



Natalie Wilson

Natalie Wilson entered the exciting field of real estate sales eleven years ago and soon became an expert in the marketing of property in the Lakes Area, West Bloomfield and Farmington Hills. Natalie enjoys the personal contacts made through her work and finds much of her business comes through referrals, from one satisfied client passing along her name to another buyer or seller.

This top Sales Associate graduated from Central Michigan University with a degree in English and Journalism and taught junior high school for several years before joining Merrill Lynch.

Natalie lives in West Bloomfield with husband, Jack, and a son and daughter. She belongs to the American Association of University Women and also a member of Merrill Lynch Realty's Two Million Dollar Club.

West Bloomfield Office - 851-8100



Karen Remy

CONGRATULATIONS to Karen Remy, who after less than a year in real estate, has achieved recognition as one of our Top Ten Realtors for the month of December.

Karen believes her success is based on providing professional service by focusing attention on the client's needs and desires.

Because product knowledge is especially important in finding or selling the perfect home for a client, Karen spent several months studying the West Bloomfield and Lakes area - the areas in which she specializes.

A Bloomfield Hills resident, Karen enjoys traveling with her sons, Chris and Josh.

West Bloomfield Office - 851-8100



BIRMINGHAM/BLOOMFIELD
1520 N. Woodward
(at Long Lake)
646-6000 647-5100

FARMINGTON HILLS
FRANKLIN
31000 Northwestern Hwy
626-9100

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

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

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

NOVI/NORTHVILLE
37000 Grand River
(E. of Hnlted)
478-5000

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