

OUR SUCCESS... IS OUR PEOPLE!

Merrill Lynch Realty/Michigan, Inc. recognizes quality. Quality in hardworking, caring professionals who make up one of our most successful sales staff ever. Real Estate Sales is a "people" business. People who understand... people who can relate to the everyday needs and lifestyles of transferring executives and families... people who care.

We salute our Top Ten Associates for July, 1985.

CONGRATULATIONS!

Paul Wagner

Paul Wagner is certainly not a newcomer to the company's list of top sales people. He entered this exciting business 20 years ago and for the past 17 years has been Merrill Lynch's SALES ASSOCIATE OF THE YEAR.

A native of Reddick, Illinois, a small farm community in the southern part of the state, Paul moved to West Bloomfield and joined the company in 1965.

Paul's continued success, which places him among the top real estate sales people in the country, is the result of hard work, a positive attitude toward his clients, and a thorough understanding of the real estate profession and its marketing area.

Paul and wife, Dottie, also a Merrill Lynch sales associate, live in Bloomfield-on-the-Lakes. A father of four, Paul is a sports enthusiast and somehow finds time for racquetball, ice skating, basketball, and water and snow skiing.

This top Associate Broker has a builder's license and is a member of the Seven Million Dollar Sales Club. He also belongs to the Leading Edge Society which recognizes the top sales associates for Merrill Lynch Realty offices across the nation.

Franklin-Farmington Hills Office — 626-9100.

Delores Davidson

An associate urged Delores Davidson to enter the field of real estate sales, but her business sense and interest in the work over the past eight years has kept Delores high on the company's list of top sales people.

Originally from Caro, Michigan, Delores began her career as an administrative assistant in data processing and has held a number of volunteer positions. This Associate Broker attended the University of Michigan and graduated from Ray City Business College. In 1981, she was awarded an Educational Achievement Award from the Metro Board of Realtors.

She's a member of the Three Million Dollar Club, Leading Edge Society, Top 10% club, Metro MLS, and President's Club. She also earned the Highest Closed Outgoing Referral award from Network 50, a national referral service which puts clients in contact with top sales agents such as Delores.

Franklin-Farmington Office — 626-9100

Arlene Birska

Arlene Birska began her real estate career in 1977, and soon learned that success comes only through hard work, through knowledge of the real estate industry, and through a sincere interest in the client.

Arlene is a mother of three and a lifelong resident of southeastern Michigan. Before beginning real estate sales, she enjoyed a successful career as a professional dancer and later was a dance instructor for the Farmington schools. She lives in Farmington Hills with husband, Paul, and is an active member of her neighborhood and community. She's currently organizing a Neighborhood Watch in the East Lincolnshire Subdivision and is a past social chairperson of the neighborhood swim club. Occasionally there's time for a tennis match with friends.

Arlene was honored in 1982 and 1983 for top real estate sales and looks ahead to another successful year.

"I like meeting people, and there's a great deal of excitement in the purchase of a new home," she says, "I like my work."

Franklin-Farmington Office — 626-9100

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 area she services, and it's these qualities that regularly keep Charlene among the company's top sales people.

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 sports lake in the Union Lake area with a supportive husband, active son and daughter, and a retriever, Nippy. Free time is scarce, but Charlene finds time for her favorite things: water sports, gardening, sewing, decorating, and more. She's also active in her neighborhood association and the Lakemont Owner Association. She was recently appointed to the Commerce Township Board of Appeals.

Charlene is an Associate Broker, member of the Two Million Dollar Club, and the President's Club.

West Bloomfield Office — 851-8100

Phyllis Ross

Phyllis Ross had a resume full of volunteer work before beginning her successful real estate career 20 years ago. A mother of four sons and grandmother of four, Phyllis isn't a newcomer to the company's roster of outstanding sales people.

A lifelong resident of Oakland County, Phyllis and husband, Ward, have lived in the same Bloomfield Hills home for the past 33 years. Her parents and grandparents hailed from Oakland and Macomb counties, and the Ross family plans to carry on that tradition.

Thoroughly knowledgeable about the residential areas of Birmingham, Bloomfield Hills, Troy, and surrounding communities, Phyllis finds much of her business comes through referral — from one satisfied customer passing along her name to another buyer. A big thrill came just recently when she sold a home to the son of a buyer who purchased from Phyllis 13 years ago. Phyllis later enjoyed dinner with both generations in the new home.

"I tried it and loved it," Phyllis says of the real estate business. "I can't think of anything I'd rather do."

Birmingham 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.

The Kiptyks were transferred to the Detroit area 14 years ago, so Sharon knows first-hand what it's like moving a family to a new area. She enjoys working with corporate transferees and other home buyers, and believes finding the right property for a family making a cross-country move is a challenging job — a job she does quite successfully.

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

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

Bloomfield Hills Office — 647-5100

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 Rochester.

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

Stenciling and antiques take up most of Anna's spare time and she has just recently found an interest in the refurbishing of old homes.

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

Rochester Office — 651-8850

Joanne Andrews

A knowledge of real estate marketing and a professional approach to work are two important reasons why Joanne Andrews is consistently one of the company's top performers.

A mother of two daughters, Joanne provides exceptional service to her clients and is thoroughly knowledgeable about all communities from Plymouth to Bloomfield Hills. Over the years, her patience and concern for buyers and sellers has resulted in numerous referrals from satisfied clients and repeat business from corporate transferees.

A native of Decatur, Illinois, Joanne graduated from Millikin University. Before joining the company, she taught crafts in the adult education department of the University of Michigan.

The Andrews have lived in Farmington Hills for over 20 years and currently are overseeing the construction of a new home. Joanne enjoys family outings and travel, and last year she and husband, Bill, traveled to Europe.

Joanne is an Associate Broker and member of the Three Million Dollar Club, Leading Edge Society, and President's Club.

Franklin-Farmington Office — 626-9100

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 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 his 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.

Business keeps this successful broker busy, but he still finds time for two favorite pastimes, family and music.

Franklin-Farmington Hills Office — 626-9100

Marie Johnson

Marie Johnson's outstanding sales record has placed her among the company's Top Ten Sales people for the month of July.

A resident of Bloomfield Hills for the past 23 years, Marie joined the company seven years ago with a list of volunteer work experiences behind her and a tremendous desire to succeed.

Marie is an expert in the marketing of properties in the Lakes Area and communities of Birmingham and Bloomfield Hills — just one reason why she is so successful in finding desirable homes for corporate transferees and other buyers.

Real estate sales keep Marie busy, but you'll often find her on the Red Run Golf Course. She's a member of Cranbrook Garden Club, and attends Christ Church of Bloomfield Hills with husband, Dean. She's also a 20-plus year member of the prestigious District Golf Association.

Marie has been a member of the Two Million Dollar Club for the past three years and last year was named to the company's President's Club.

West Bloomfield Office — 851-8100



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