



# Merrill Lynch Realty

## OUR SUCCESS . . . IS OUR PEOPLE

We salute our Top Ten Associates for August, 1985

CONGRATULATIONS!



**Paul Wagner**

Paul Wagner entered this exciting business 20 years ago, and for the past 17 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, Dottie, also a Merrill Lynch sales associate, live in Bloomfield-on-the-Lakes.

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 Leading Edge Society which recognizes the top sales associates for Merrill Lynch Realty offices across the nation.

Franklin-Farmington - 626-9100



**Gerlinde Vandriesen**

Gerlinde Vandriesen is a dedicated sales professional who, after 13 years on the job, finds her work interesting and challenging.

Originally from Germany, Gerlinde is knowledgeable about the marketing of property from the Lakes Area to the northwest suburban areas of Detroit.

A mother of two daughters, Gerlinde and her husband live on Green Lake. She is a REALTOR Member of the Birmingham-Bloomfield Board of REALTORS and is on many of its committees, including the Professional Standards Committee.

She is a member of Merrill Lynch Realty's Three Million Dollar Club, and Leading Edge Society.

West Bloomfield - 851-8100



**Warren Stout**

Warren Stout began his successful estate career in 1948 as an independent sales broker in North Oakland County.

A father of six and grandfather of five, Warren joined the company in 1980 and soon became a specialist in the appraisal and marketing of property in the areas of West Bloomfield, Troy, Birmingham, Bloomfield Hills, and Bloomfield Township.

The Stouts have lived in Bloomfield Township for over 30 years and are members of Forest Lake Country Club. He is an Associate Broker and member of Merrill Lynch Realty's Million Dollar Club.

Bloomfield Hills - 647-5100



**Jeanne Tilford**

It's Jeanne Tilford's sincere interest in her clients and knowledge of the Troy area that places her among the company's Top Ten Sales People for the month of August.

A native of southeastern Michigan, Jeanne joined the company two years ago with a resume full of volunteer positions. She believes a career in real estate sales offers her an opportunity to serve people—to introduce them to a community and to help in their selection of the right property.

Jeanne lives in Troy with husband, Dave, and two daughters. She is a member of Merrill Lynch Realty's Million Dollar Club.

Troy - 689-8900



**Silvia Gill**

Silvia Gill entered the real estate profession nine years ago and soon became an expert in the marketing of property in the Lakes Area.

A mother of three, Silvia attended Ohio Wesleyan University, and enjoyed a career as homemaker and dedicated scout volunteer before joining the company.

Silvia and husband, Don, live on Commerce Lake and belong to the Commerce Lake Highland Homeowner's Association. The Gills also are active members of the Walled Lake Central Varsity Basketball Boosters.

This successful sales associate is a member of Merrill Lynch Realty's Million Dollar Club.

West Bloomfield - 851-8100



**Lucy Norman**

Lucy Norman began her successful real estate career 18 years ago, and it's no wonder she 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, Lucy and husband, Jim, live on Union Lake. She is a member of Merrill Lynch Realty's Three Million Dollar Club, Leading Edge Society, and President's Club.

West Bloomfield - 851-8100



**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 her husband, Ricardo, and one son. She is a member of Merrill Lynch Realty's 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, the national referral service which puts clients in contact with top sales agents such as Delores.

Franklin-Farmington - 626-9100



**Bob Ogg**

Bob Ogg joined Merrill Lynch Realty in 1983 and sold \$2 million in real estate sales volume his first year on the job.

A graduate of the University of Detroit, Bob operated several fast food restaurants in the area before beginning his successful real estate career. A native of Detroit, Bob is knowledgeable about the appraisal and marketing of property in the northwest suburban area.

Bob lives in Troy with his wife, Marilyn. He belongs to the Delta Sigma Phi business fraternity and North Bridge Park Homeowner's Association. He's also a member of Merrill Lynch Realty's Two Million Dollar Club.

Troy - 689-8900



**Anna Pearcey**

Dedication and determination describe Anna Pearcey, 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 Realty's Four Million Dollar Club, Leading Edge Society, and President's Club.

Rochester - 651-0850



**Kathy Bell**

Kathy Bell joined the company three years ago and quickly learned that real estate sales is a diversified and rewarding occupation. "I thoroughly enjoy meeting people and putting them in touch with the kind of house they want," she says.

A native of Birmingham, this top associate graduated from Western Michigan University with a degree in Business Education and taught school for several years before beginning a real estate career.

A mother of twin daughters, and two sons. Kathy and husband, Bill, live in the Birmingham-Beverly Hills area.

Kathy belongs to the Junior League, and also is a member of Merrill Lynch Realty's Two Million Dollar Club, and President's Club.

Birmingham - 646-6000

**BIRMINGHAM**  
975 S. Hunter  
1111 M-100  
646-6000

**BLOOMFIELD HILLS**  
1520 N. Woodward  
1st Floor, Suite 100  
647-5100

**FARMINGTON HILLS**  
FRANKLIN  
1000 Northwestern Hwy.  
1/2 Mile E.  
626-9100

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

**ROCHESTER**  
1000 W. University  
at Meadow Drive Rd.  
651-8850

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

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