



Merrill Lynch Realty

OUR SUCCESS IS OUR PEOPLE

We Salute our Top Ten Associates for October 1986
CONGRATULATIONS!



Anna Pearey

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

Rochester Office - 651-8850



Eike Perreault

A four year veteran with Merrill Lynch Realty, Eike has achieved over 3 1/2 million in sales this year. A member of our President's Club and Leading Edge Society, Eike has built her reputation on personal and professional service. Attentive to detail and follow through, over 50% of her business is from personal referrals.

Eike and her husband, Roger, stay active remodeling their lakefront home in West Bloomfield. In their spare time, they enjoy skiing with their four children at their 2nd home in Boyne City.

Eike's commitment to service is what has made her one of our top sales associates.

Franklin-Farmington Office - 626-9100



Sally Flynn

Sally Flynn started her real estate career just two years ago upon returning to Michigan after a six year stay in the Southwest. Sally grew up along the East coast, but moved to Birmingham with her husband, Ted in the early 60's. After graduating from Vassar College with a BA in child psychology, she taught elementary school in Florida and Massachusetts. Sally and Ted have four children. Their two youngest daughters attend Lahser High School.

Knowing first hand what it is like to have to buy a house in a strange city on a weekend visit, Sally especially enjoys working with transferees. Sally sold a million dollars her first year in the business, and has almost reached the three million dollar mark for her second year.

Birmingham Office - 646-6000



Jim Surret

Jim Surret has been quite successful in real estate. Since 1975 he has been a multi-million dollar producer and at one point, owned his own real estate company. In 1983 he was the president of the Rochester Board of Realtors.

Jim has been a resident of Rochester for 12 years. He lives there with his lovely family, wife Janet and two daughters.

We congratulate Jim on being a member of the Top Ten, and wish him continued success with Merrill Lynch Realty.

Rochester Office - 651-8850



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 Six Million Dollar Club, President's Club and Inner Circle of the Leading Edge Society which recognizes the Top Sales Associates for Merrill Lynch Realty across the country.

Bloomfield Hills Office - 647-5100

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, Dave, Cheryl, Rob and Greg, and one granddaughter. She and husband, Bob, have resided in Troy for 15 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



Robert Ogg

Robert Ogg joined Merrill Lynch Realty three years ago after a successful restaurant career.

A graduate of the University of Detroit, Bob is knowledgeable in appraising and marketing property. "The Real Estate market is constantly changing which requires an agent to be aware of external financial pressures and how they affect the home market."

Bob lives in Bloomfield Township with his wife Marilyn. He is a member of the Delta Sigma Pi business fraternity, and is a member of Merrill Lynch Realty's Three Million Dollar Club and President's Club.

Troy Office - 689-8900



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 Two Million Dollar Club, Leading Edge Society, and President's Club.

West Bloomfield Office - 851-8100



Natalie Wilson

Natalie Wilson entered the exciting field of real estate 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 is a member of Merrill Lynch Realty's Two Million Dollar Club.

West Bloomfield Office - 851-8100



Arlene Birsa

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

Arlene has 3 daughters and has been a lifelong resident of Michigan. Before beginning real estate sales she enjoyed a successful career as a professional dancer and later a dance instructor for the Farmington Hills and Birmingham school program. She lives in Farmington Hills with her husband, Paul, and is an active member in her neighborhood and community.

In 1986 Arlene has sold over four million dollars in real estate this year. She is a member of the President's Club and Metro MLS Top 10% Club.

Arlene wishes to thank all her clients for their continued support and extend to them all a joyous holiday season!

Franklin-Farmington Office - 626-9100



BIRMINGHAM/BLOOMFIELD

1520 N. WOODWARD
(at Long Lake Rd.)

646-6000

647-5100

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