

## IN DEPTH: RESIDENTIAL REAL ESTATE

### Opening all the right doors

A look at some of the Metroplex's top residential real estate producers and what makes them tick

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GREATER METROPLEX -- What kind of person makes a top residential real estate agent?

The Dallas Business Journal recently put some questions to top producers at some leading Metroplex real estate companies to find out why they chose to become residential real estate agents and just what it takes to be a success in this high-pressure, competitive field.

Name: Mary B. Harker

Company: Keller Williams Realty

Position: President, Harker 5-Star Team, Inc., residential broker associate

Years with company: 5

Years of real estate experience: 35

Specialization, if any: North Dallas, Plano, Frisco, Allen, McKinney, Southlake, relocation, new construction, accredited buyer representative, certified luxury home marketing specialist, certified residential specialist

Number of sales in 2002: 135

Value of 2002 sales: \$37 million

How did you get into real estate?

I was a mother of three little children, a violin and piano teacher, when my husband, Joe, a Braniff airline pilot, was transferred.

I put a "For Sale by Owner" sign in our yard. The first couple who saw our home bought it.

My dad said, "Get your real estate license." I did.

A year later, after selling only one home, I found out there is a lot more to selling real estate -- in fact, 35 years later, I am still learning daily.

To what do you attribute your success?

I love what I do. Faith in God, a loving and supportive husband and family, including partner-sons Dan and Joseph, a fabulous high-tech, high-touch staff, and building life-long relationships with the families we serve by being a friend, trusted adviser, consultant and negotiator as we guide them through their real estate needs.

Giving back. Sitting on advisory boards, boards of directors, raising money for charity (CMN, CCCAC, Sky Ranch), teaching, coaching, writing and teaching Bible studies. Enjoying high energy and fun.

What advice would you give to people starting out in real estate today?

Be a life learner. Be a student of the fundamental systems and models.

Have a business plan. Listen to real estate tapes, attend real estate conferences, join a real estate mastermind. Order "The Millionaire Real Estate Agent" book at [www.amazon.com](http://www.amazon.com) or at [www.millionaireagent.com](http://www.millionaireagent.com). It's an awesome, practical, step-by-step guide to help an agent -- at any level -- achieve his or her business goals.

Give back, join committees; serve on charity fund-raisers, network constantly.

Be passionate about the people you help buy and sell real estate. Go beyond their expectations. Treasure their friendship. Be in touch.

What was your most difficult assignment in the Metroplex?

The buyer was a very tall man whose leg was in a full cast after he broke it while riding a three-wheeler. It snowed the only day he was here to buy. In and out and on crutches, slipping, grimacing in pain, laughing at the hilarity of the situation. He bought. Yes, we stand in the gap for our people, through tears and laughter.

Which house in the Metroplex (not necessarily one you have handled personally) most reflects your idea of the perfect residence?

The perfect residence would be the one my family lives in -- filled with love, warmth and joy!

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June 9, 2003 Opening all the right doors Dallas Business Journal, Dallas, TX