



ROOKIE REAL ESTATE AGENT

BECKY HARPER

KELLER WILLIAMS PARTNERS



Becky Harper fully appreciates why the rearview mirror is smaller than the windshield. While she respects the challenges of her past, she is clearly on the road to success with her current endeavors and shows no signs of slowing down any time soon.

Although she has been in the real estate arena for just about a year, her progress report to date would clearly suggest otherwise. This celebrated Rookie of the Year, an individual agent with Keller Williams, achieved \$8 million in sales as of August 15, 2016, and as of that date, she still had two months to go until her first anniversary with the company and in the business!

Harper, born of entrepreneurial spirit and enthusiasm, owned and operated a high-profile hair and beauty salon in the metro area for over 24 years. However, due to deficiencies within her new building after construction was complete, she was forced to abandon that endeavor, temporarily left with a void that directed her to re-evaluate her true purpose, and within a short time was introduced to the world of real estate through her own agent through whom she bought a home two years ago and came to the conclusion that this was something she should have been doing her entire adult life.

"It's all about the customer service, building a good reputation, and delivering a great service," she emphasized. Having done that for many years in her prior business, she has brought those same tools to her current trade and the results are definitely working in her favor.

"I am a people person, very hands-on and task-oriented," she smiled. (Translation: As your agent, she will be engaging, friendly, committed and will definitely get the job done. Her goal is your success and satisfaction.)

Disciplined and unafraid of hard work and tireless effort, Harper thrives on her new career and is excited to share it with others. You might even see her about town wearing her name badge or chatting up with someone. Sure, she understands the power of marketing, but she is extremely well-versed in the art of forging positive relationships, and her upbeat and friendly personality easily draw people to her.

Working with both buyers and sellers at all price points, Harper puts her total focus on each client. With buyers, for example, she conducts personal interviews to understand what they want, their lifestyles, their goals, and how they see themselves using their home. From there, she will personally go on a crusade of sorts, looking at and researching 100 homes if necessary and then short list her findings to present to the clients. It saves

the clients time and gives Harper the opportunity to showcase her ability to deliver specialized and detailed customer service, thereby lessening the burden on her clients and bringing the best to them.

"Whether you are looking at a \$100,000 home or a \$1-million-dollar mansion, the service remains the same," she insisted. "My job is to gather the facts and deliver the best products using that information. Making clients happy is my job."

It's no wonder, then, that Harper hit the ground running from the first day in the office, setting records and earning her spot as Rookie of the Year within the Overland Park Keller Williams office, currently home to more than 430 agents. She has consistently remained in the top 10 since she began and is the #1 top selling rookie at present.



and doing whatever amount of hand-holding is necessary. I strive to understand who my clients are and to learn to speak in the language they receive."

Referrals are also key to Harper's success, as evidenced by the words of one happy client:

"Having Becky Harper as our real estate agent is a real blessing. She has gone above and beyond time and time again. We have already highly recommended her to our family and friends." ■



And even though she may still feel a twinge of discomfort when thinking about her past, Harper now understands its glorious purpose.

"I was once told that 'it is not about the fall; it's about the comeback,'" she reflected. "I definitely believe that. I have learned so much about myself since leaving my former business and beginning this journey. It has been a very humbling experience and I am grateful for the support of God and my family and friends. My goal from here on out is to be happy and to continue to take care of every client. I am 100% into it and committed to the best possible outcome through educating my clients, delivering a quality service and product;



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