

# BECKY HARPER

## Creating Opportunities for Her Clients

*What clients receive tomorrow begins with what Becky Harper does for them today.*

Inspiration comes in all forms, from a beautiful sunrise to a hint of a favorite scent to a beloved song that comes on the radio or even more compellingly from a story of courage, triumph and strength. Inspiration also comes when you are living the best version of yourself, inspiring others to do the same. When you put your heart, mind and soul into every single task, no matter how small, that is the road map to success. Becky Harper, Commercial and Residential Real Estate Consultant with Keller Williams Partners, embodies such inspiration. She understands the best preparation for tomorrow is giving it her all today. Translation? As your real estate agent, her mission is to ensure your utmost satisfaction.

"I love this business even more today than when I first started," smiled Harper. "I am highly detailed and focused, always working for my clients, as they require it and deserve it. My job is to exceed their expectations and positively impact their lives."

Now at the threshold of her fourth year in the industry, Harper can barely contain her enthusiasm or her passion for her work. From the moment she puts her feet on the floor in the morning to the moment she rests her head on her pillow at night, her commitment to giving the best in customer service and experience is unwavering and always at an all-time high. To be around her simply gives you an immediate rush of energy and excitement. Adept at speaking the inherent language of others, Harper quickly tunes in to what motivates and inspires her clients and uses that knowledge and insight to provide them with exactly what they want and need. That often means listening to the things clients don't say.

"I pay attention to what made impressions on them and how



they respond to things," explained Harper, who has never had an interview for which she was not hired by the client. "They rely on me to be the expert to help them make an informed decision. Yes, their opinion matters, but I deliver facts to get the desired results."

Harper has always had an entrepreneurial spirit and once was the sole owner of a high-profile hair and beauty salon in the metro area for 26+ years. However, she realized she might have a greater calling and purpose in life, and when she was introduced to the world of real estate, she discovered all of the skills and tools of the trade she acquired from her former career easily transitioned to this new endeavor and she has been on full throttle since the beginning. As an individual agent with Keller Williams, she was recognized as

Rookie of the Year during her inaugural year, achieving \$8 million in sales just two months shy of her one year anniversary date. Additionally, Harper was awarded Rookie of the Region that same year, having the highest closed volume of business ever for a first year agent. Not one to rest on her laurels, Harper, licensed in both Missouri and Kansas, continues to break records and consistently receives monthly awards for Top Producing Individual agent performance.

"It's all about the customer service, building a good reputation, and delivering a great service," she emphasized. "I am a people person, very hands-on and task-oriented."

Harper clearly understands the power of marketing but is also 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.

Harper is equally effective when working with sellers and has realized 100% sell-through on each of her listings, with list price points ranging from the \$250,000s up to \$1.5 million.

"I work diligently every week to showcase a listing through broker open tours, weekly Open Houses, Matterport 3-D image tours of the home and the use of drones to always showcase the lot on which the home sits," noted Harper. "I also pay for all social media and marketing beyond listing a home in the MLS to insure I promote a listing locally throughout town as well as to international buyers."

Harper will also use a secure entry box on the home which records each entry and retrieves timely feedback from each agent who tours the home.

"I will keep every client informed from contract to list to the closing on the home," emphasized Harper.

And the service will never change, regardless of the price point, for both sellers and buyers.

"Whether it's 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. Meeting clients where they are at in life and making them happy is my job."

And the proof is in the outpouring of client testimonials Harper continually receives.

*"We worked with Becky over a year to find our perfect house. During our experience, Becky became part of our family. Her patience to work with us to find the right property was the key to our relationship. She was always flexible to show us properties within our busy family and work schedules. Her commitment to see us to the finish line was tenacious." – Todd and Amy G.*

Harper is clearly not without amazing skills and talent. Above all, she possesses one extremely important super power: the ability to make people smile.

"It's a huge compliment to me when I earn the trust of my clients and then they refer me to others," she noted. ■

**HH HARPER HOMES**

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