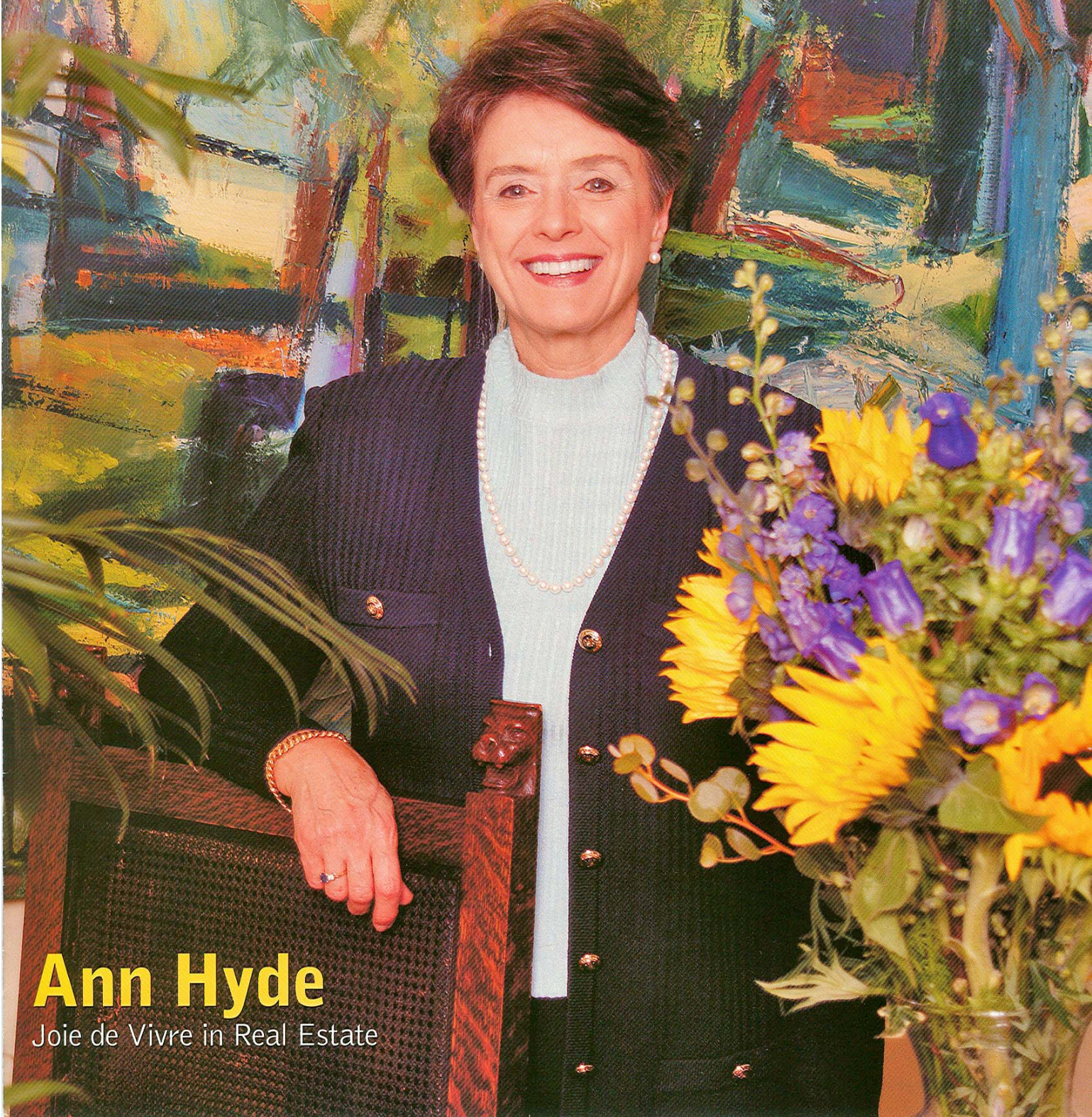


REAL ESTATE

# EXECUTIVE

Greater Kansas City Edition

A BUSINESS AND LIFESTYLE MAGAZINE



**Ann Hyde**

Joie de Vivre in Real Estate

# Ann Hyde

## Joie de Vivre in Real Estate

By Betty Jane Garrett

The essence of Ann Hyde's professional and personal performance is commitment. It is this devotion to her clients, to her own beliefs and to getting the job done that distinguishes Ann as a unique and highly successful real estate agent.

Real estate is about people and a tremendous moment in their lives when a decision is made to make a move. "The people are energizing, and they inspire me. I just love it!" Ann said. No wonder that after 21 years her business continues to grow.



"I'm the happiest ever! I'm grateful to the people I work with for opening their homes and lives to me for a brief moment. It's a privilege. Sacred. It's 'the present!' In a spiritual way they

give me something, and I give them something. I carry it with me, and they carry it with them. It's beautiful. It's lasting," she said joyfully.



Ann and her son, Peter, rejoice with her son, David, and his wife, Ingrid, on their wedding day.

### THE CLIENT FAMILY

Here are some recent stories from her client family; that is, the people behind the houses she has sold – people buying larger, buying smaller, moving in town, moving out of town, many referred by friends.

### STORY #1—THE ESBERGS AND THE ART CONNECTION THROUGH HALLMARK

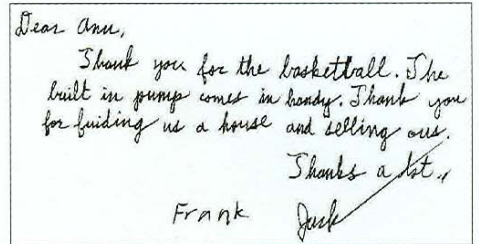
The Esbergs came to Ann by referral from their co-worker at Hallmark, Gary Head, a well-known Kansas City artist and part of Ann's client family. In turn the Esbergs have sent many referrals Ann's way after their satisfying real estate experience. "What a privilege and a pleasure! A wonderful way to grow a business and make new friends," said Ann.

Carolyn and Mike Esberg thought it was valuable that Ann asked them so many questions about their goals for their move, and that she brought their children, Frank and Jack, into the discussions. "She was patient and didn't rush us," said Carolyn. "We talked about trade-offs, which is part of helping people clarify what is most important," described Ann.

The Esbergs moved from an Arts and Crafts house built in 1915 in Brookside to a home in Leawood listed for \$399,000. Ann sold theirs for over list price with two offers. Their sons are pleased with the new house and wrote Ann a note.



Mike and Carolyn, Jack and Frank Esberg, part of the client family, share the warmth of their home with Ann.



### STORY #2—THE GORDONS TO PHOENIX

Bill Gordon and his wife Ginger, a professional pianist, decided to move to a home on a golf course in sunny Phoenix, AZ. Ann listed their Kansas City home on Greenway Terrace for \$635,000. After the fanfare of an open house with pianist Scott McDonald playing the Gordon's Steinway grand piano, three offers were received. Ann sold their house in two days.

### STORY #3—THE SORRELLS—KANSAS CITY CHAMBER ORCHESTRA CONNECTION—AND THE HATHAWAYS

Marybeth and Bruce Sorrell worked with Ann to find their first home. When they first sat down for lunch together at the Classic Cookie on Gregory Boulevard to write an offer, the Sorrells' daughter Emma was

PHOTO BY WALT WHITAKER

in a high chair. Recently they decided to move because their house was becoming too small for their three children. Emma is 13 now, a lovely ballerina and basketball player.

The Sorrells bought David and Jill Hathaway's house, listed for \$459,000 with \$200,000 of improvements – perfect for the Sor-

PHOTO BY MARK BALTZLEY



**The five Sorrells, five Hathaways and Ann have fun around the piano. Pictured are Jill and David Hathaway to the left of Ann with their three sons, Paul, Joseph and Andrew all seated, and Marybeth and Bruce Sorrell to the right with daughter, Emma, standing, son, Robert, standing and daughter Lucy seated.**

rells' busy lifestyle – and one of Ann's listings. Ann brought the two families together. Now all are neighbors and music lovers with grand pianos in common.

#### STORY #4—THE RYANS AND “3 UNDER 3”

Jen and Tom Ryan have Abby and twins: actually “3 under 3,” says Tom. The Ryans decided to scale down so that Jen could work less and have more time with the children. Their friends the Esbergs recommended Ann. Ann sold the Ryans' house on Huntington listed for \$549,000 in one day for full price, and found them a house with a pool where they can vacation without traveling.

#### STORY #5—THE MCFARLAND HOME: A PROUD TRADITION

Cynthia McFarland had lived in her Tudor on High Drive in Old Mission Hills for more than 50 years, when she asked Ann to sell it for her.

“I helped her prepare the house to look its best without much change. I recommended people to help her organize and sort and get ready for the move. The whole family took part. I enjoyed getting to know everyone,” Ann said.

Cynthia appreciated Ann's preparation and selling it well over the listing price of \$750,000 “as is” in seven days with five offers. “You were magnificent, and you made it easy for me,” she told Ann as she hosted Ann and Nancy Jane Barnes for lunch at Mission Hills Country Club to celebrate.

#### STORY #6—POLLY REID TO NEW YORK CITY

Selling her house in Kansas City on Romany Road in order to move to an apartment in New York City to be near her daughter's family was Polly Reid's goal. Polly, a docent at the Nelson-Atkins Museum of Art and Director of Volunteers for a number of years, chose Ann to do the job.

Ann sold her house, listed for \$310,000, with multiple offers and over list price. Ann, a former docent and Junior League volunteer there, considered it a privilege to be brought back into Polly's life at that point. Before Polly left, Ann hosted a tea to honor her and to give her a good sendoff.



**Ellen Goheen and Ann early in the morning on their routine walk in Mission Hills.**

#### “WOW!” SERVICE AND HER TRACK RECORD

Doing an absolute “Wow!” job for her clients is Ann's goal. Whether she is working with buyers or sellers, Ann aims to exceed their expectations and to make their real estate experience memorable. Her listings sell fast; often with multiple offers.

Agents and buyers know they have to hurry to see a new listing of Ann's, or it will be sold before they get there. Sellers don't want to lose this advantage, so they list with Ann.

<p>From February '03 to February '04            92 % of homes Ann listed            Sold in 19 days or less for            99 % or more of listing price</p>
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#### REFERRALS

If you know Ann, you know that one of her favorite sayings is “Referrals are the lifeblood of my business.” More than 80 percent of her business comes from referrals both local and relocation. “Call Ann to buy, sell, invest and relocate,” adorns most of her ads and postcards

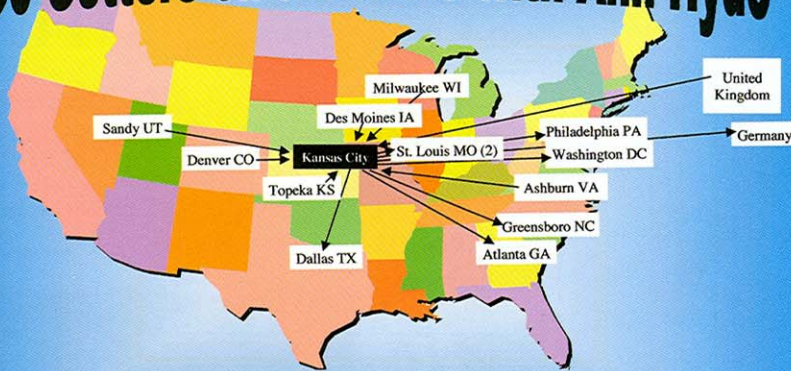
#### RELOCATION: TRANSFEREES FIND A HOUSE IN ONE TO TWO DAYS WITH ANN

“With transferees I almost always find people their new home by the first or second day,” said Ann. “I spend time before our first meeting talking to the people and sending them photos and properties by e-mail. I find out what their life is like and learn what's important to them.”

#### INCREASING CORPORATE WORK

Ann has a great record and continues to build her business at RE/MAX.

# Go-Getters on the move with Ann Hyde



These Go-Getters relocating during 12 months got Ann's help buying and selling in Kansas and Missouri, prices ranging from \$160,000 to \$850,000.

Call Ann: 913.980.5555

## ANN HYDE IS "ABOVE THE CROWD" IN HER PROFESSION

Ann has consistently ranked in the top one to five percent of Realtors nationwide, and her credentials place her among the nation's elite. She is a Broker Associate in Kansas and Missouri with the following:

- ABR, Accredited Buyer Representative (5% of Realtors)
- CIPS, Certified International Property Specialist (Less than 1% of Realtors)
- CRP, Certified Relocation Specialist (Less than 1% of Realtors)
- CRS, Certified Residential Specialist (5% of Realtors)
- RE/MAX Hall of Fame and Platinum Club

## COACHING AND SUPPORT TEAM

A great deal of credit for Ann's business practices goes to her business coach, spiritual director and friend, Sister Mary Jo Kennedy. Ann also is very grateful to Lynne and Tom Wherley, RE/MAX First Broker-owners, and Jennifer Martin, Managing Broker, who

She is increasing her work with local companies that are expanding. "I help people who are relocating to land on their feet and to be productive. We get the job done!" she said smiling. Call her to assist your company.

## HIGH-TECH AND HIGH-TOUCH

Part of Ann's success is due to her balance of high-tech and high-touch. "I don't take shortcuts. I invest in technology, training, and personnel as a long-term commitment. Whatever will create an edge and offer more to my clients, I do it."

Ann's RE/MAX yard sign is red, white and blue reflective aluminum. Headlights light it up at night. It means a lot to sellers who are anxious to get their home sold!

## ANN'S WEB SITE: WWW.ANNHYDE.COM

Ann's website, [www.AnnHyde.com](http://www.AnnHyde.com) is continually updated offering new benefits and easy solutions to buyers, sellers, and corporate clients. RE/MAX is the most recognized real estate logo, sign, and website in the world. Its website, [www.Remax.com](http://www.Remax.com), drives clients and referrals directly to Ann and drives buyers from all over the US and the world directly to her listings.

## RE/MAX NUMBER ONE

RE/MAX has been Ann's home for nearly her entire career in real estate. "I found RE/MAX to be the most professional and to have the best agents in terms of years of experience, sales volume, and pizzazz," she said.

"RE/MAX has grown every single month for 30 years and now is the number one real estate company in the world with offices in 47 countries. I'm proud to have RE/MAX supporting me and proud to join RE/MAX agents in supporting the Children's Miracle Network and the Susan G. Komen Breast Cancer Foundation."



Pictured, framing the state-of-the-art reflective sign, is Ann with Betty Jane Garrett, Marketing and Client Care Manager.



**Sister Mary Jo Kennedy and Ann share thoughts, dreams and visions.**

encourage and advise Ann in her growing business.

Her Marketing and Client Care Manager is Betty Jane Garrett and her Assistant is Valery Price. Others assist her on a project basis.

### ANN'S TWO SONS ALSO IN REAL ESTATE

Ann is proud of her two sons who, not surprisingly, have also chosen real estate as their profession. Ann's son Peter W. Hyde, Jr. and his fiancé Jami Simmons are top Realtors in Kansas City. Ann's son David is selling real estate in a very hot market in the San Francisco Bay Area where he lives with his wife Ingrid.



**Ann's son, Peter W. Hyde, Jr., and his fiancé, Jami Simmons, celebrating their engagement.**

David and Ingrid's wedding in Carmel, CA, was the highlight of 2003 for Ann, and Peter and Jami's wedding in Kansas City is the highlight of 2004 for her. Ann's parents, Delmont "Monty" and Jean Peterson, are important to all of them and at the center of many fun times.

### STAMINA AND SUCCESS

High energy and stamina clearly are components of Ann's success. In addition to her work, her balancing formula includes family and friends,

church and community, personal time, fun and fitness. Ann has a regular doubles game and tennis lessons twice a week with Pro Paul Smith, walks regularly with her friend Ellen Goheen, and works out with personal trainer Wendy Balda, also in her client family. "Wow! Imagine being able to start the day this way! I'm so grateful!" she exclaimed. She is active and flourishes enjoying what she is doing.

### BACKGROUND FOR SUCCESS IN REAL ESTATE

- Native Kansas Citian.
- B.A. University of Kansas—"Hilltopper," President of Associated Women Students, Mortar Board, Pi Beta Phi
- Intern U.S. Department of State
- Kansas City Tomorrow Alumni Association
- Chairman of the Board of Kansas City Area American Field Service
- Executive Director, American Nurses' Foundation
- Executive Director, Society of Teachers of Family Medicine
- Director of Development, Truman Medical Center Charitable Foundation



**Ann's parents, Monty and Jean Peterson, are a great inspiration to her. They model enthusiasm, optimism, loving kindness, forgiveness and FUN! They are forever young at heart.**

*Ann Hyde at RE/MAX First Realtors, 11251 Nall Avenue, Leawood, KS 66211. Contact her at 913-980-5555, by email at [ann@annhyde.com](mailto:ann@annhyde.com) and visit her website at [www.AnnHyde.com](http://www.AnnHyde.com).*

PHOTO BY MARK BALTZLEY



**Ann rounds out the day with pointers to her and her friends from tennis pro Paul Smith. Pictured are Joan Miller, Diane Berkshire, Merilee Hurst and Ann with Paul.**

### Words That Inspire Me

- 19<sup>th</sup> century Hasidic writing, "...the hallowing of everyday life..."
- John Powell, "...the glory of God is a person fully human fully alive!"
- "Clothe yourselves with compassion, kindness, humility, gentleness and patience. Bear with each other and forgive whatever grievances you may have against one another. Forgive as the Lord forgave you. And over all these virtues put on love, which binds them all together in perfect unity." Colossians 3:12-14.
- "Praise and glory and wisdom and thanks and honor and power and strength be to our God for ever and ever. Amen!" Finale of Handel's "Messiah"



The Roys wrote to Ann, "We wanted to let you know how much we enjoyed working with you on the purchase of our new home. We found you to be highly motivated, courteous, ethical and efficient... what more could we have asked for in a Realtor?...Your communication skills are excellent, keeping us informed every step of the way, so we knew what was happening with the property at all times."

After their purchase, Courtney and Jim prepared their house at 616 West Meyer Boulevard for the market with Ann's help and listed it with her for \$549,000. They received two offers and sold it the first day. "What a pleasure to be a part of these exciting events!" exclaimed Ann.

**Courtney and Jim Roy** are the proud owners of this stately English Tudor with a tennis court at 5760 Ward Parkway recently offered for sale at \$999,000. Ann Hyde was their Buyer's Agent and helped the Roys negotiate, obtain loan approval and close in seven days. **Philip M. Scaglia, Senior Loan Originator with National City Mortgage, was their loan officer.**

**RE/MAX**<sup>®</sup>

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