

## The Windermere Mount Baker Difference

The brokers and support staff who make up the Windermere Mount Baker office are as diverse as the community they serve. What we all have in common is a warm and friendly attitude, a desire to help one another succeed, and a better-than-average sense of humor. It's no wonder that our brokers have been with the office an average of 10 years, and the support staff an average of 17 years. The level of support, the willingness to collaborate, the sense of family- these all make Windermere Mount Baker different from the typical real estate office. Whatever that special something is, people say they can feel it as soon as they walk in the door.

### **Joe Easterday, Designated Broker/Owner**

Joe Easterday sets the tone by creating an atmosphere where brokers feel they are respected and supported. Whether he's doing his check-ins to see what brokers need, developing training seminars, troubleshooting problems or offering creative solutions, Joe draws on his years of real estate experience to provide each broker with the tools they need to succeed. He also actively solicits broker feedback on how the office can serve them better. Joe and his staff meet regularly with peer-elected representatives to get broker perspective on office policies and ideas for improvement. You'd be hard-pressed to find a real estate office with a greater commitment to supporting its brokers' success than Windermere Mount Baker.

### **Simone Bouterse and Su Harambe, Assistant Managers**

Simone and Su bring a combined 35 years of real estate experience to the Assistant Manager position. Each has served as a Senior Advisor multiple years and mentored many new brokers. Their first-hand experience in the field and wisdom are invaluable to brokers both new and seasoned. With two Assistant Managers there is always great coverage when a broker has an immediate question or would like to get multiple opinions on an issue. Su and Simone are always striving to make the office a successful, positive environment for the brokers, and both are very committed to community involvement.

### **Bev Powers, Office Manager**

Bev Powers is a problem-solving dynamo. Bev has been with the Mount Baker office since 1986. Prior to that, her real estate career spanned title, mortgage lending and escrow. As a result, Bev has detailed knowledge of the entire real estate transaction process, and can quickly troubleshoot any issues that occur along the way. Her extensive contacts throughout the industry give Bev behind-the-scenes access to the expertise needed to get the deal done right. Bev is also a whiz at explaining the process in terms that your client can understand, so you can communicate with them most effectively. Agents love the fact that they can turn a sale over to Bev knowing that she will handle all the details flawlessly. According to Bev, "I have the best job in the world."

### **Freda Leomiti, Broker Care Coordinator**

Freda Leomiti is the heart and soul of the Mount Baker office. Whether you work here, or are a guest, Freda makes you feel welcome the minute you walk through the door. Freda's warmth is matched by her willingness to help brokers with whatever they need. The question you'll hear Freda asking most often is: "Can I help you with anything?" Whether she's putting together marketing pieces, providing support to the brokers, or watching a child during an appointment, Freda always does it with a smile. Her ability to juggle so many tasks at once goes back to her days as a dispatcher for the Seattle Police Department and the State Patrol. Her willingness to step in wherever she's needed demonstrates why she loves her job: "This place is all about family."

### **Heidi Devereux, Marketing and Graphic Design**

Heidi Devereux brings many years of experience in graphic design to provide marketing and graphic design support to the brokers. From logos to web pages, and everything in between, Heidi assists in personalizing each broker's branding so the materials and marketing are professional and personal. According to Heidi, "I love meeting and working with great people and being the one behind the scenes making my clients and brokers look their best," she says. "Their success is my success."

### **Elaine Price, Weekend Receptionist**

Elaine Price has an extensive background in office support and reception work. Her attention to detail, organizational skills, singing and great personality keep the office humming on the weekends.

### **Bob Williams, All Things Technology**

Bob Williams has been a real estate broker, worked at Windermere Technology, and now brings those relevant work experiences together to provide one on one support to the brokers at Mount Baker. Bob is able to help brokers utilize NWMLS, Windermere and personal technology so the broker can be more efficient, and ultimately spend more time on what they like doing: providing value to their clients.

### **Conner Cayson, Social Media**

Conner Cayson provides social media and marketing support to the office and brokers. Conner assists with office postings on Facebook and Instagram, as well as the overall marketing plan for the office. Conner has expertise and knowledge of many social media platforms and can meet one on one with the brokers to discuss their social media plan and answer any questions.

### **Events that really connect with clients**

The Windermere Mount Baker office holds special events throughout the year that make it fun and easy for you to connect with your clients and prospects. Here are a few events that clients look forward to each year:

- **Wine Tasting Client Appreciation Night**
- **Free Document Shredding and Electronic Recycling**
- **School Supply Drive for Homeless Children**
- **Economic and Housing outlook**
- **Art at the Office**

### **A commitment to the community**

The Windermere Mount Baker office has roots in the community that run deep. The office opened in 1979, the fourth of what are now over 300 total Windermere offices, and the only major real estate company with an office in South Seattle. Our desire to help others succeed extends to the greater South Seattle community. The office is very involved in the Rainier Chamber of Commerce and the Columbia City Business Association. Each year brokers and staff hold a food drive for the Rainier Valley Food Bank and host a Toy Drive for Treehouse, a local agency that supports foster children. We sponsor a Rainier Little League team, donate money to family support workers at Southeast Seattle elementary schools, and are there to lend a helping hand when our neighbors need it.

If you are a new or experienced broker who wants to join a team that works together to make life better for everyone around them, Windermere Mount Baker could be the place you've been looking for. Call Joe Easterday at (206) 725-7255 and let's see if we're the right match.