



*With a passion* for a fast-paced environment and a true entrepreneurial spirit, Beverly Testa has never regretted her decision to leave the corporate world for the real estate industry. “I always felt that progress was slow-moving in corporate America, almost at a cruise ship’s pace,” says Beverly. “But in real estate, everything moves like a speedboat, and that’s just one of the things I like about this business.”

Focusing on Arapahoe and Douglas counties in Colorado, Beverly’s clients can count on her experience to serve them to the best of her ability. “I feel I’ve become a seasoned agent with a successful track record over the course of my 21-year career in real estate. I’m someone who provides exceptional service and value far beyond what my clients ever expect,” Beverly says. “When they’re working with me, they discover I’m a trusted advocate who will provide aggressive representation for them.”

However, that’s not the only reason Beverly’s business is made up of over 80% repeat or referral clients: she is also extremely knowledgeable when it comes to contracts and marketing. Beverly’s organizational skills and innovative marketing strategies keep her ahead of the

changing demands of the industry, which is something her clients frequently rave about in what she calls their “TESTA-monials,” a fun play on her name.

“I want my clients to know I’m not a one-hit wonder who’s just out to turn a deal. I treat every transaction as if I’m the conductor of an orchestra,” says Beverly. “But instead of having strings and woodwinds and drums, I have buyers, sellers, lenders, and appraisers. I’m conducting this orchestra to make sure everything is getting done properly.” Knowing that someone has to take the lead in every transaction, Beverly gladly accepts the challenge. “If, at the end of the deal my client says, ‘that was easy,’ or they refer me to their friends and neighbors, then I know I’ve done my job well. That’s a huge compliment to me.”

When it comes to giving solid advice, it doesn’t just end with her clients. Beverly makes it a point to let others who may be thinking of getting into the world of real estate know just what it takes to be successful. “You have to treat it like a business, not a hobby, and be prepared to work very hard to earn your clients’ trust and respect. This is not just a job — it’s a lifestyle.”

Over the years, Beverly has learned a great deal about the business by being a constant observer of what goes on around her. “The best advice I’ve gotten didn’t come from something someone said to me,” says Beverly. “It’s come by watching the dynamics of other agents with their buyers and sellers. I witness their conversations and the substance of their transactions. There’s so much to absorb that way and I’ve been inspired by a lot of the cooperative, innovative, and ethical agents I’ve worked with in the past.”

Recently, Beverly has been recognized for her outstanding industry achievements. She was the number one RE/MAX agent in the state of Colorado in 2015, achieved the Titan Club, and earned the American Institute of Real Estate Professionals Top 10 for Client Satisfaction. However, if you ask her, Beverly will tell you it’s simply the positive feedback she receives from her clients that is the most rewarding aspect of being an agent. “I just love seeing people get excited about moving into their new home, whether it’s a first-time buyer or a retiree. I never tire of seeing the joy in their faces when they finally get to move, and that’s what I enjoy most.”

*Beverly Testa*

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