



*For more than a decade,* Jane Lee has had the distinction of being Lake County's #1 real estate agent. It's an incredible achievement that she attributes to one thing: her passion for the business. "I first got into real estate in 1994 while finishing a master's degree in computer science," Jane explains. "I had always liked real estate and had a passion for it. I was very interested in meeting people and helping them reach their real estate goals."

Now leading a team of more than 30 people — The Jane Lee Team at RE/MAX Top Performers — it's safe to say Jane has consistently helped many clients realize their real estate dreams during her 22 years in the business. Jane and her team help clients throughout Lake County with all their residential and commercial real estate needs, including first-time and move-up buyers, investors, REOs, relocations and much more.

Clients know that when they choose to work with Jane, they're getting the benefit of a whole team supporting her. "We've gotten to be #1 by having a very good team of people all working together to achieve the goal," she

explains. "We consistently follow up, share information and do anything we can to help our clients." Those efforts have allowed Jane to build up a clientele that is more than half repeat and referral clients, and that percentage continues to grow.

A strong commitment to honesty and integrity is another core belief of how Jane and her team conduct business. "We believe in working hard for our clients and telling people the truth, even if it's news they might not want to hear," she says. "We will always work hard for clients to reach their goals, because they become our goals, too."

To new agents and everyone on her team, Jane stresses the importance of hard work and thinking big. "This is a great business! There are no limits and you can be as successful as you want to be if you are willing to work hard," she says.

Jane's hard work has led to her receiving an impressive lineup of industry awards, including Diamond Club and Luminary of Distinction. Additionally, she was recently recognized by RE/MAX for reaching 20 years in the business and achieving \$20-million in commission, one of only eight agents in all of RE/MAX to earn that honor.

As one of the community's most prominent business leaders, Jane is always ready and willing to jump in and help when needed. "We have a moving truck and allow churches in the area to use the truck for free," she says. "I also sponsor a lot of events for different schools and organizations."

Jane is so passionate about real estate, she even devotes her down time to learning more about her chosen career. "When I have time, I like to travel a few times a year for conventions and training classes," she says. "I'm getting ready to go to Vancouver for a luxury home marketing conference and will go to the RE/MAX Broker/Owner convention later this year."

There is a lot to be excited about for the future of Jane's business. "We want to grow even bigger and better by adding additional team members so we can continue to increase our market share."

*Jane Lee*

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