



Building a business from the ground up is in many ways just like building a home. You have to find the perfect location, then map out a plan and lay a solid foundation before even getting started. With 15 years of experience in real estate prior to ever getting licensed, this is exactly how Megan Kukull built a successful business for herself at Windermere Realty in Seattle, Washington.

Megan's introduction to real estate began when she worked as an assistant to a high profile team who specialized in luxury homes and listings. As she pursued her Bachelor of Fine Art Degree in Visual Communication and Design from the University of Washington, Megan's scope of work focused on the marketing aspect of real estate, photographing listings and handling the team's graphic design needs.

Now at Windermere, where she began as a Specialized Point of Difference Coordinator assisting ten luxury agents, Megan obtained her license and began selling real estate on her own last year. "It's almost like I went through a long schooling process before I even got licensed, but I had to make sure it was the right decision for me. I've put in the time and I've picked up a lot of skills along the way."

As a Seattle native, Megan's vast knowledge of the area is invaluable to her clients "I grew up in Richmond Beach and I have family everywhere in this area," says Megan. "It's good to be able to have the resources and knowledge to help my clients find a home pretty much anywhere in this area."

Pair that with the listing expertise she possesses and it's easy to see why the majority of Megan's clients come from referrals. "I use every bit of technology to make my listings look really beautiful, and with my background in design, I'm an expert and putting them together and marketing them." However, it's not just the business aspect that keeps Megan's clients keep coming back. "I'm a really friendly person with a good personality

who loves meeting new people," says Megan. "But my philosophy is to always keep it honest with my clients, even if that means having a really hard conversation with someone. You have to do it in an open and honest way. Any other way can damage your integrity as an agent and a business owner."

Among Megan's many achievements over the years, she is extremely proud of having helped so many people. "I've helped clients list over 1500 properties in my 15 years in this business, and I feel very accomplished in that regard."

Although Megan credits her own hard work and determination in becoming a successful business owner, she's also thankful for the help from those she considers her mentors. "I began my career working for two amazing women, one who I still work with today, and she gave me some really great advice. She told me to pick up the phone and have a conversation with my client rather than rely on texts and emails," Megan recalls. "Real estate is so personal and your clients need to hear your voice. You have to think inside their box and give them the attention they deserve. Never underestimate how important that is to a client."

As an agent at Windermere, Megan is a big supporter of the Windermere Foundation and participates in the many fundraisers and community service days they organize. "We do a lot of work for the Boys and Girls Club and we purchase backpacks and school supplies for kids at local schools to help offset the costs for families in need," says Megan.

In addition to the charitable work the company does, Megan is equally proud of their business model. "Windermere is such a wonderful company who offers so much to their agents. It can be challenging for someone who's starting out in a brokerage that's not so well-known, and that can put a different feel on real estate," Megan noted. "Windermere pays attention to that by focusing on how to build relationships because that is the foundation of this business. That's what I love most about this industry. I've met so many different people and I just try to take something and learn from each relationship I form. It's a great feeling to help someone get into their first home. It's very rewarding."

Megan Kukull

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