



When integrity is a top priority in your personal life as well as your work life, making sure you're doing the best job for your clients will always outweigh everything else. That was the case for Janey Ullman, of RE/MAX Integrity in Maple Valley, Washington. After several years of working for a distributor in the construction business, the focus of Janey's work shifted from the client to the bottom

line. "It became like Corporate America. I actually began to lose sleep at night because I didn't feel as though I was doing the right thing for my clients anymore."

In 2003, she switched gears and went to school to obtain her real estate license so she could return to what she loved most: providing personal, one-on-one service to her clients. "When I got my start in real estate, I focused on selling horse properties. It was a good fit for me at the time because I'd been showing horses for many years, and it gave me the flexibility to continue to travel around the country to do that, while still being able to work from the road," says Janey.

Although, she is no longer showing horses, equestrian properties are still her specialty in South Puget Sound. And when working with buyers, Janey's vast knowledge of the surrounding area means she can find the ideal home in any neighborhood or community to meet the diverse needs of her clients, many of whom are repeat and referrals. "A lot of my clients have known me for years, and they trust me enough to work with me again and refer me to their friends and family."

Janey credits so much of her success to following the advice her father gave her many years ago. "He always taught me to be honest, follow through and be true to my word, and to be responsible for my actions. It's something I've carried with me through life."

Achieving success has also come from knowing how to create a balance in her work, which contributes to positive and memorable transactions for her clients. "I have a fun personality. I take my job very seriously but at the same time, I like to try to keep it fun and light-hearted."

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That's a key piece of advice she would give to anyone considering getting into the real estate industry, however, she also stresses another important aspect. "Your goal in this business should be to guide people through the process and be there when they need you. It won't always be rosy and wonderful. There will be times when your clients will be disappointed, and it may not be your fault, but you have to be ready and willing to take the responsibility." This philosophy is just one of the many reasons she's been recognized as a 5 Star Professional by Seattle Magazine five separate times. "That award means so much to me because it was based on my clients' satisfaction."

After a month away from her job to care for her husband, Janey is ready to get back to work for her clients. "I'm so fortunate to work with a wonderful group of people here at RE/MAX Integrity. They really stepped in to help me when I needed it most," Janey says. "But now I'm back with a vengeance and looking forward to helping people get their homes on the market."



Janey Ullman

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