

featuredagent

magazine

*Kinga
Korpacz*



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Integrity, patience, and trust. All three are important characteristics for any real estate professional to possess, but for Kinga Korpacz of EXIT Realty Redefined, it doesn't stop there. Kinga's dedication to her clients and her craft are the driving force that has led to her success in real estate.

After building a large and loyal customer base at her family's auto body shop, Kinga decided in 2001 to take all she had learned and apply it to an entirely new industry. "I was always very big on customer service at the body shop and got to know a lot of people who trusted me," says Kinga. "That was how I got my first clients and sold seven homes in my first year," she added. It was the perfect segue into helping people with their real estate needs, and she hasn't looked back.

Today, as she oversees 35 agents in her own brokerage and boasts over 20 years of experience, Kinga still makes it a priority to continue to learn and grow, allowing her to adapt to rapid changes in the industry. She has a long list of impressive designations as a result of her continuing education, however, there are three she is most proud of: GRI (Graduate, REALTOR® Institute), CRS (Certified Residential Specialist), and C2X (Commitment to Excellence), a special endorsement by the National Association of REALTORS.® "These are not easy designations to get, so I'm really proud that I was able to achieve them," stated Kinga. "I didn't get these designations to make myself look smarter, but rather because there is always more to learn and that helps me better serve my clients."

Specializing in residential and short sales in the Northwest



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suburbs of Chicago, it’s easy to understand why clients keep coming back and referring friends and family to Kinga. In fact, she estimates about 95% of her business is from repeat clients and referrals. To her, it’s more about listening intently to clients’ needs and providing them with solutions than it is about selling homes. “I really do care about my clients and I always follow up with them on what I say,” she explains. “Integrity is very important to me.”

Staying connected to her past clients is equally important to Kinga, not just to remain on their radar, but because

she truly enjoys the friendships she’s built over the years. Sending greeting cards for Christmas, Valentine’s Day, and even Easter, Kinga always makes it a point to keep in touch. “I don’t want to be what I like to call a ‘secret agent.’ I like to invite my clients to lunch or to grab a cup of coffee just so they know I’m grateful for their business.”

As important as her business is to her, Kinga also prioritizes community involvement. She is a member of several committees, and is on the board of directors with Mainstreet Organization of REALTORS®, and also





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serves as the Federal Political Coordinator for her local congressman. “I believe in serving my community and in being a good leader. It’s a good way to hold yourself accountable and to meet like-minded people to share ideas with.” Her one piece of advice to anyone new to real estate? “Join the Women’s Council of REALTORS.[®] It really opened up a lot of doors for me. If you’re brand new to the business and you don’t know where to start, start there!”

When she’s not busy networking or assisting clients, Kinga enjoys reading, spending time with her daughter, and loves to go dancing.

Looking towards the future, Kinga has plans to provide more coaching and training to the agents in her office to ensure their success as well as her own. It’s a winning strategy to have when your teammates often refer business to one another. “Our office is growing leaps and bounds and I want to make sure my team knows they can count on me to help them achieve their goals,” Kinga stated. “This isn’t always an easy business to be in, but it is a very rewarding one. You just have to have patience, be outgoing, and always be willing to learn.”

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