

## Karen Marti Hale



*"It is important to me to always exceed the expectations of my clients as well as strive to set the highest standards of professionalism among my peers,"*

*~ Karen Marti Hale*

A client's young daughter calls her "the real estate angel" sent to help find the family's dream home. The Texas Real Estate Commission calls her service superior and above and beyond the norm. North Texas home buyers and sellers call her their best advocate in a competitive market.

Meet Karen Marti Hale, a dedicated Realtor who has consistently earned rave reviews from all realms of the industry since launching her distinguished career over 10 years ago.

"In every endeavor, whether that involves serving her clients, her industry or the community, Karen demonstrates the highest standards of professionalism, integrity and expertise," says Sheila Rice, executive vice president of Virginia Cook, Realtors. "Add her genuine concern for the well being of all those with whom she comes in contact, and it is easy to see how she has become one of the top performing Realtors in our market."

Not afraid to take on any challenge, Mrs. Hale serves a diverse base of clients in a broad market that spans the entire North Texas area and every property type from luxury estates and sprawling farm and ranch properties to charming first-time homes.

Her commitment to being a role model for the industry earned her accolades from the industry's own watch dog, the Texas Real Estate Commission. In a rare action, the Commission commended Mrs. Hale's service and expertise in a formal citation presented to her company.

But just as memorable to Mrs. Hale is the young daughter of a family she served who was certain that "God sent her to help us find and buy a new house."

"Helping others achieve their dreams in the continuously changing environment of real estate is a challenge," says Mrs. Hale. "But it is a challenge that brings the greatest enjoyment and rewards to me."

To ensure that she is fully prepared to efficiently and effectively handle every real estate transaction, Mrs. Hale has been in a continuous state of learning since receiving her Texas real estate sales license in 1993. As a result, she holds a staggering number of professional designations including the Accredited Buyers Representative, the Certified Residential Specialist, the Graduate-Realtors Institute, the Certified-Consumer Real Estate Consultant, and the Referral and Relocation Certification. She is a graduate of Towson State University and she has completed the Leadership Denton and Leadership MetroTex 2005-06 programs.

Within the industry, Mrs. Hale is equally respected for her hard work and contributions as a current director of the Collin County Association of REALTORS and vice president of membership of the Collin County Chapter of Women's Council of REALTORS. She is also Chair of CCAR's Professional Standards Committee, the Texas Co-Chair Sponsor of the Women's Council of Realtors, Chair of the Certified Residential Specialist Programs Committee, a member of the National Association of REALTORS Business Issues Committee, serves on TAR Professional Standards Committee, CCAR Professional Standards Committee, member of two boards (CCAR/MetroTex), 2006 Inspiration Chair of WCR—Dallas Chapter and 2006 CRS—Lonestar Chapter State Co-sponsor/Chair.

Her business ties are further strengthened through her active involvement with the Strategic Networking Professionals, the Dallas Business Network Partners, and Leads Unlimited. And within the community, she takes the time to teach others through the Collin County—(substitutes) Community College real estate program while also supporting the Make a Wish Foundation, the Susan Komen Foundation, Special Olympics, Hope's Door and Habitat for Humanity.

"Karen is a business woman who never ceases to amaze those around her with her ability to get things done, and get them done the right way," says Virginia Cook, chief executive officer. "The respect she has earned in her industry and in her community is surpassed only by the loyalty of her real estate clients."

As a member of the North Dallas office of Virginia Cook, Realtors, Mrs. Hale is affiliated with the second largest, fastest growing, independently owned residential firm in North Texas with 10 full-service offices, 375 experienced sales associates and staff, and over \$2 billion in sales since 2000.

Recently ranked #2 in the Metroplex for Relocation Services, Virginia Cook, Realtors provides vast company resources that include its Global Relocation Division, in-house marketing team, state-of-the-art technology platform and onsite mortgage services.

"Virginia Cook, Realtors is one of the most respected real estate firms in Texas," says Mrs. Hale, who is married and enjoys a blended family of four busy teenagers. "With the high caliber of professionals and the superb support systems, Virginia Cook, Realtors represents the quality of service and dedication to the community that I have always worked towards in my own business."