

AGENT PROFILE *Allyson Kane*

Customer service comes first

Allyson Kane has built her career on exceptional customer service. That mantra was tested when she recently worked with an international buyer who visited Connecticut in early October to view several homes and decided to put forth an offer. However, the client wasn't able to return to the U.S. right away to attend the inspections, so she used an app called "We-Chat" to talk to him while he was still in China.

She said it was a big collaboration with the seller, the seller's agent and the inspection team. The buyer was included and really felt "present" at the inspection, despite the fact that it was nearing midnight where he was at his home in Shanghai. Everything went well, and they're expecting to close this month.

Real estate is actually Kane's second career. She worked in a corporate job until her second child was born. But between the job itself and the commute, she never felt like she was really present for her children and knew as they got older, she would want to be on the sidelines of their sports events and in the audience at every school concert.

So she took the time when they were really little to learn the real estate business and grow her network. That was five years ago.

Today what sets her apart is her honesty. Clients appreciate it and love her for it, she said. That goes back to providing them with the best service possible by setting their expectations from the beginning rather than having to disappoint them half way through a transaction.



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She also knows the area well as she grew up on Candlewood Lake and now lives in Brookfield, where she also sells real estate. The greater Danbury/Route 7 corridor is her expert area, but branches out to wherever the clients need her.

She, her husband and local photographer, Dan, and their two children are an active family that loves to spend time on the lake or go on hikes.

Kane graduated from Canterbury School in New Milford and went on to Marist College for her bachelor's degree. She also has a master's degree in integrated communication from Manhattanville College.