

## AGENT PROFILE *Betty Hensal*

# Treats her clients like family

**L**ongtime real estate agent Betty Hensal prides herself in treating everyone as she would want to be treated.

"In fact, I believe that everyone deserves to be treated like family," she said.

She knows the buying and selling process can be stressful. Therefore, she does her best to guide her clients throughout the entire process, whether selling or buying a property.

It's no surprise that Hensal was a teacher before she went into real estate. Her teaching background gives her both the confidence to educate and guide clients.

"I feel that the real estate process is really an educational process. I like to explain every step to my clients, and I'm a very good listener," she said. "I was trained as a teacher and I think this will always be a part of the way I work."

The agent was recently elected to the Board of Directors of the Connecticut Realtor Association and also serves on the NFCAR Board of Directors. She still finds time to be involved in the Brookfield Lions Club, the Women's Council of Realtors and serves as a Corporator of the Savings Bank of Danbury and on the Advisory Council of the Women's Business Council, which is a part of the Greater Danbury Chamber of Commerce.

She has also received the CT Magazine Award Winner for Top Customer Service for several years.

"Even after all of the years of being a Realtor, I still love what I do. I love helping my clients achieve their real estate goals."

Because of her extensive experience, Hensal said she has network of attorneys, mortgage officers, building inspectors, movers and



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home repair specialists to help assist clients.

As a longtime resident of Brookfield, she has the ability to help buyers and sellers in many of the neighboring towns located in Fairfield, Litchfield and New Haven counties.

She specializes in the communities of Brookfield, Bethel, Newtown, Southbury, Ridgefield, New Milford, New Fairfield and Bridgewater.

She can help with a local move or a national or international move thanks to her company's strong relocation department, she said.

Hensal enjoys photography, golf, bowling, traveling and spending time with friends and family, especially her four granddaughters. She has two grown sons.

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