

AGENT PROFILE *Evelyn Kinney*

Prompt, efficient, professional

A people person who gives all her customers the same high-quality services, Evelyn Kinney has decided to bring her talents to William Pitt Sotheby's International Realty.

Kinney joined William Pitt on Oct. 9 after a 10½ year career with The Higgins Group. Kinney said she studied many firms, but she decided William Pitt was the right place for her.

"I did some research and I learned that William Pitt has a stellar reputation. It's a friendly environment and the training they offer is excellent," Kinney said. "Even though I've been at this for a while, there is a lot for me to learn at Sotheby's."

Kinney, who said her office's broker Brian Clarke is "very friendly and made me feel comfortable" said "the agents love working for him."

Kinney said her primary motivating factor is meeting new people.

"I love closing deals and I love being part of the negotiating process. I consider myself prompt, efficient and professional," she said. "I'm also very respectful to everybody, regardless of whether they are buying a \$200,000 house or a \$1 million home."

Kinney worked in the health care field for 30 years prior to becoming a Realtor. She said both occupations are about communicating with people.

"In health care, I had to communicate with and work closely with health care providers and doctors and hospitals," she said. "In this profession, it's communicating with your renters and first-time buyers and other agents."

Honesty, Kinney noted, is also essential. "I'm a trusted adviser to my clients," she



Business: William Pitt Sotheby's International Realty

Lives: Shelton

Works: Stamford and Stratford

Experience: Residential and rentals and first-time home buyers

Contact: (203) 394-2240, ekinney@wpsir.com

said. "Honesty in real estate is extremely important. You must be honest with your client even if it hurts. People appreciate that."

Kinney enjoys the interaction she gets from working with first-time home buyers.

"I like educating them on the process," Kinney said. "They do listen to me because I am the expert and I also try to calm any anxieties they might have. And, when they finally get that house it's a wonderful feeling. There is nothing like the look on their faces when you are sitting at the closing table and pass them the keys."