

TOP AGENT MAGAZINE

by Alysia Shivers

Kiyo Johnson



Leaving her home state of Hawaii to move to California almost six years ago was an immense transition for Kiyo Johnson. It meant leaving behind her family and friends, and her work. But her husband's career necessitated the move to California leaving Kiyo with new challenges and opportunities to explore in the sunny San Fernando Valley.

"It was kind of scary at first, but it was a great experience once we got settled," she says. For Kiyo, settling in to her new California lifestyle took some additional time because her days consisted of maintaining an active scholastic and extracurricular schedule for her daughter, attending to her family's needs, and getting familiar with a new Southern California lifestyle in Porter Ranch. "Although I was very busy running a family life, I longed for a career of having my own business serving people's needs. The opportunity for growth was always on my mind."

Growing up with parents from Spain and Japan meant lots of traveling, and Kiyo's interests for learning cultures earned her a Bachelor's Degree in Liberal Studies from the University of Hawaii. However, her jobs, including an office manager at a CPA firm, director of a music school, manager of a fine dining restaurant, and executive assistant in an escrow office, focused on her love of numbers. While unsure about what to do in California, she knew whatever she did it had to be customer service oriented. More importantly, it had to give her a sense of purpose. "I've always

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Every day as she drove her daughter to school, signs for Pinnacle Estate Properties, a local real estate firm, caught her eye. Eventually the signs worked their magic and in 2006 Kiyo got her real estate license. "They really showed an interest in me during my licensing training," she said.

Excited about her new career path, little did she know that she got into the industry just as the bottom was falling out. Concerned but not deterred, she focused her energy on offering consistent customer service. The owners and partners of Pinnacle Estate Properties were also a huge help, mentoring Kiyo along the way and always promoting an open-door policy. "Everyone is like family here," she says.

Now five years later, Kiyo is proud to say she's a consistent top producer with her sales volume and number of transactions increasing year over year. Her business, mostly referrals, is a blessing and a

compliment in her eyes considering she didn't know a soul when she moved to the Valley. She attributes her success to open houses, magazine advertisements, her geographical farm, and her sphere of family and friends. "I've met so many people and really gotten to know California," she says, noting that she's taken up baseball, swimming and tennis.

Her specialty is making those who just moved to the area feel more comfortable, something she's familiar with given her circumstances just a few years ago. Kiyo knows everyone's situation is different, from short sale issues to refinancing to negotiating the delicate relationship with a financial institution, and she does her best to step in where her clients need her. "I really care about each client," she says.

To learn more about Kiyo Johnson, please call her directly at (818) 235-8374 or email her at johnsonhomes4u@yahoo.com. You can also visit www.kiyojohnson.com.