

TOP AGENT

MAGAZINE

Kris Cawley



The Heartbeat of the Community

by Michelle Llamas • photography by Virginia Hall

Sandra Day O'Connor, former Associate Justice of the Supreme Court once said, "We don't accomplish anything in this world alone ... and whatever happens is the result of the whole tapestry of one's life and all the weavings of individual threads from one to another that creates something." Kris Cawley's love of her community and her need to always serve her neighbors and those around her are the qualities that distinguish her from others in her profession. This extraordinary woman is the sum of all of her experiences and her success has not come without sadness. However, it is that very same journey that now defines her and has allowed her to shine despite the trials she has endured.

Since the 1990's Kris has continued to proudly serve her customers with all their real estate needs. As an integral part of the community, she is on the board of the Down Town Development Authority, Main Street Advisory Board, Rotary and the McDonough Arts Council, she keeps her finger on the local market pulse, she is able to provide the most up to date property values and information. Her outstanding diversified business portfolio allows her to assist clients with a wide variety of properties. According to Kris, a real estate agent is a liaison that helps facilitate a successful purchase or sale. "In order to be a successful agent, you have to listen to your clients and have the insight to provide the best plan for each possibility. I approach each potential transaction like a mini-business by making a personalized plan for each client's real estate investment."

Nestled right on the square in downtown McDonough, the historic former Masonic lodge that Harry Norman, Realtors® On the Square, now calls home, is warm and inviting. The company's commitment to the community has garnered them the honor of being named Business of the Year for 2008 in McDonough - an honor that has Kris beaming with pride. "From the very beginning as an alliance partner of Harry Norman, Realtors, my vision for our office has always been a boutique office, in that we have included an estate sales and consulting division to our diversified portfolio of services. Our agents are professionals who are committed to their customers and clients as well as the success of our company."



Rather than move her office closer to the interstate as many businesses have done, Kris kept the office in what she calls "the heartbeat of the county." Much love has been poured into restoring the building while maintaining its historic integrity. "I have lived in Henry County since 1989; my kids went to school and graduated here. I have met so many incredible people and have so many great relationships. It was a very conscious decision to be in downtown McDonough," Kris says of her office location.

The success of the company also has a very personal and special meaning to Kris. "When you love something, you want to nurture it and see it flourish. The very day I was moving into the downtown office, my husband - Bill, was diagnosed with pancreatic cancer," she recalls her voice soft with emotion. Just a month prior to receiving the devastating news, Kris had just begun coping with the loss of her mother. There were many thoughts that passed through her mind, "At that moment, I was concerned about Bill's survival and being able to be strong enough emotionally and financially for what was to come. Our children, India, a pediatrician in Greenville, South Carolina and David, who is co-owner of Precision Staffing, Inc., are just incredible, they are so supportive and helpful. There was an incredible

outpouring of love and support from all my clients, past customers and friends – they know who they are. The business flourished despite the depressed economy. That is what a small town real estate company and the love of community does for you.”

These experiences of love, loss and hope have shaped Kris’s life and career. “I understand that the process of selling or buying a home can carry many emotional implications. I feel that I can add a dimension of compassion and empathy when it comes to a client or customer going through change in his or her life.” Kris reflects that her faith in God and His blessings have provided success in business and personal strength to meet the challenges.

Despite being the Broker/Owner of Harry Norman, Realtors® On the Square, Kris has opted to “be in with the troops.” She has a managing broker, executive assistant and staff who handle the day to day task of running her company. Kris is a very active agent who continues to be a motivated leader and an inspiration for the agents who know her. She never hesitates to give of herself.

“Working with Kris so closely on a daily basis provides the challenge, interaction with people, and positive work environment that makes me look forward to each day,”

shares Faye Meyer, Kris’s longtime friend and assistant. “Kris and I work a 10 to 12 hour day focusing on our clients with a goal to provide superior service that is driven by results. One of the great things is no matter what we are doing and how hectic the day, we laugh a lot. I asked the staff and agents what they most admired about Kris and they said, ‘She is there for us, and she thinks outside the box. We admire her business savvy, strength and determination in the face of adversity as well as her perseverance during a down turned economy. Kris’s dedication to her community and to her Harry Norman family motivates all of us to be the best we can be.’”

Kris says, “People who know me have called me the hardest working woman in the industry. I have an unshakable work ethic and I have the experience and expertise to guide my clients.” She is involved in industry organizations and holds the designations of CRS, ABR, ARS, and SMC. “I have to determine where to best invest my time and I choose to give back to the community that is the backbone of my business. Actions have always spoken louder than words.”

One of the things that Kris is passionate about is the restoration and preservation of historic properties. “While there are many facets to my business, I have a true love for historic properties,” shares Kris. “My goal is always to





She and Bill live on a working farm with a large family of animals including horses, goats and chickens. They also have a Weimarimer named Luke who is a great companion and sometimes accompanies Kris on appointments. The couple enjoys spending time on their farm and in their garden doing simple things and enjoying each other's company. Kris smiles when she says, "I love looking out of the kitchen window in the morning and watching the mist rolling over the pasture. I find beauty in those simple things. I never used to 'stop and smell the roses' now I am grateful for this new found awareness." She enjoys organic gardening and sharing the fruits of their garden with their neighbors. As a member of the McDonough Arts Council, she also supports the arts. In her garden she has a glass tree sculpture that she enjoys. "There are colorful glass pieces on it which glow when the sun hits them as they sway in the breeze, the sculpture come alive."

As a result of these personal experiences, Kris Cawley has emerged with a new outlook on life. "Hard times bring out the best in people," affirms Kris. "I am proud and thankful that I have made it through difficult times in my life with a positive outlook. I believe that in order to be successful in your career, you have to be successful in life. I wake up every day excited for the opportunities that are waiting for me. I have found a new appreciation for life and the beauty surrounding me."

maintain the historic integrity and charm of each property we restore." She owns two historic homes that she has restored: the Ivey Duggan home, circa 1856, the home of the first licensed schoolmaster in the state of Georgia and the historic Weems Plantation, circa 1848. She has also been involved in the restoration of several local properties. Her keen understanding of curb appeal and restoration allows her to counsel her clients on properly preparing a home for sale. In addition to restoration, she was involved in the design and development of an historic styled community called Brush Arbor where she used her project management skills.

Kris admits that she has come to accept the personal hardship that she has faced and continues to face. "I have truly learned to appreciate every opportunity and take the time to enjoy every moment," she says graciously. "I am so appreciative that my career has allowed me the privilege to be with my husband on each visit to have chemo and radiation. I have met the most incredible people and the most courageous. This experience is certainly not something I would wish for anyone but this experience has enriched Bill's and my life."

Kris Cawley

678-898-5784

Harry Norman Realtors[®], On The Square

www.kriscawley.com

kris@kriscawley.com