

# TOP AGENT

MAGAZINE

WENDEE  
THOMPSON



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Anne Bone, Assistant Broker at Metro Brokers/GMAC Real Estate, said it best when she said, “Just as locals know the best places to eat and the best places to get good value, they also know that when they need a great real estate agent they call Wendee Thompson.” Formerly known as Wendee Long to all her loyal clients and friends, the vibrant real estate agent recently married and is excited to attach her new name and brand to the same great service she is already known for. A specialist in the local area of Douglasville, Wendee is a pocket full of dynamite, energetic and dedicated to serving her clients to the best of her ability with professionalism and a warm smile. “I have a great desire to succeed in everything I do and I’m a little hard headed,” laughs Wendee. “When it comes to getting a task and seeing

it through, I am compelled to do just that - no matter the circumstance.” She works hard to help her clients accomplish their real estate goals and does her best to provide them with the perfect road map to follow.

Clients and associates who have dealt with the Georgia native prize her talents in negotiation and her business savvy. Regardless of whether the transaction involves a re-sale, a land sale, a subdivision-new construction sale, a seller or a buyer, or a first time home buyer – Wendee has all her bases covered. She is heavily networked in the local area she services and can provide her customers with the perfect vendors for any of their needs from great home inspectors to professional lenders. To date, she has sold millions of dollars in real estate and earned several coveted awards with her brokerage. Regardless of the price of the home, Wendee finds the perfect strategy for buyers or sellers and negotiates them the very best price. Unlike many of her peers, she does not limit herself on the variety of properties she sells. As a result she continues to perform even in a difficult market.

To establish herself in the Douglasville area, Wendee embarked on an aggressive branding campaign. It wasn’t long before Wendee was named Rookie of the Year as a result of her great marketing strategies and hard work. “The first thing most agents do in a tough market is cut out their marketing,” shares Wendee. “I always do the exact opposite. If prospective clients don’t see you, they won’t bother to call you no matter how great of an agent you are.” In addition to her signage around town, she also networks heavily with her peers and customers alike. As a result of her performance she has built an impressive sphere of influence. When she markets her client’s properties, she also invests the same amount of attention to detail. She even hires a local professional photographer to photograph the house. Before pricing a listing she does heavy market research.

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# WHO THE LOCALS CALL

by Michelle Llamas • photography by Virginia Hall

As an expert in the area, she is incredibly accurate when pricing listings to sell. Wendee tailors each marketing plan specifically for each property and harnesses the awesome power of the internet to successfully market her clients' properties.

One of the qualities that endears her to her clients is her ability to listen and give them exactly what the need. "I learned early on that patience is an invaluable tool when representing a client. You need to work through each obstacle and see it through even when an aggravating situation presents itself. It will all work out in the end,"



shares Wendee with confidence. Her experience in the field has prepared her to handle just about any situation. She is aware that the process of buying or selling a home is a stressful situation. "I usually tell my clients 'hang on – we'll get to the closing table. I'll work it out,'" she says.

One local client couldn't praise Wendee enough. Joe Richardson had the pleasure of dealing with the local expert when he and his wife were looking at properties. The couple saw one of Wendee's signs and gave her a call. From the first call, the couple knew that Wendee would be their REALTOR®. "We were very impressed with Wendee," says Joe. "She was very friendly and knowledgeable and we felt very comfortable with her. When we asked her to do something for us, she would do it immediately. It was apparent that she knew what she was doing. Even though we asked several questions, she would answer them. When it came time to get a loan, she worked with us and made the entire process easy!"

In addition to the praise of her clients, Wendee is also respected by her fellow agents. At Metro Brokers/GMAC, she is a positive influence on the office and other agents. She was one of the original agents in the office and has been a fixture with the company since its inception several years ago. Unlike many successful REALTORS® who hoard their secrets, Wendee is always pleasant and helpful to her fellow agents. When one of the newer agents in her office began work on a subdivision she graciously stepped in to help and, she is a wealth of knowledge for anyone that requires her assistance. "I love my broker and assistant broker," says Wendee with much admiration. "We have a great support system at the office and we are given the best tools to service our clients."

"I wish we had a thousand agents just like Wendee Thompson," Ann Bone says of the top producer. "Wendee is a flurry of activity – always working on real estate deals. She has been a top agent with Metro Brokers/GMAC since she was licensed and has excelled in production each and every year. She was the GMAC Real Estate Rookie of the Year for 2001 and has earned



'top 50' honors nationally within the GMAC Real Estate system the past several years. These GMAC awards are national, not just within Metro Brokers. She was inducted into the Metro Brokers Hall of Fame and the Millionaire's Club in 2005." Ann also praises Wendee for her attitude and contributions to the office. "In addition to all the awards, she is a positive and energetic presence in our Douglasville office. I don't believe she knows the meaning of 'can't'. I have had the pleasure of calling on Wendee to step in on a moment's notice to assist with a one-of-a-kind equestrian property and was amazed at her detailed knowledge of barns, stalls, and the other aspects of these types of properties. She relishes the challenges of real estate!"

While Wendee excels in her profession, she had never envisioned herself as a REALTOR®. "My sister was an agent and she had encouraged me to pursue my own real estate career. However, at the time my children were still young and I felt I needed the stability of a regular paycheck. I had always envisioned myself in the financial field and real estate had never crossed my mind," recalls

Wendee. When a drastic change in her life occurred, she decided to give real estate a shot. "I was in dire financial straights," she says. "I needed to build my business fast and for the first eighteen months I worked non-stop." It was this initial trial by fire that allowed Wendee to learn the valuable skills to get the job done.

Wendee is a free spirit and loves spending her time away from work basking in the sun on the beach or romping around with her two sons in the great outdoors, fishing and boating. She owns a motorcycle and loves to go riding with her son but, she confesses with a chuckle that she only takes the easiest routes and keeps her journeys local.

"My family and I are very close and I had to learn how to maintain a separation between my professional and personal life. I had to learn how to handle a phone call from a client when I was in the middle of having dinner with my children," says Wendee. "When I told a client I would call them back – I did it precisely when I promised I would."

With regards to her future in the business Wendee says she loves the entire real estate process. She plans to continue serving her local clients. "There is always something new to learn," shares Wendee. "I have learned to adjust my business with the fluctuations in the market, and I plan to ride the wave and take it from there."

## WENDEE THOMPSON

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