

TOP AGENT

MAGAZINE



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After working at Com Ed for more than 25 years, Chicago Top Agent Dawn Dause was faced with a choice: transfer to an office much further away, or take a severance package. “At the time my son was just seven, and I didn’t want to spend that extra time commuting” she recalls. “I knew I wanted to do something more to help people and decided to try real estate.” She took a leap of faith, and it paid off. “The Big Guy closed a window but opened a huge skylight,” she says. “I absolutely love



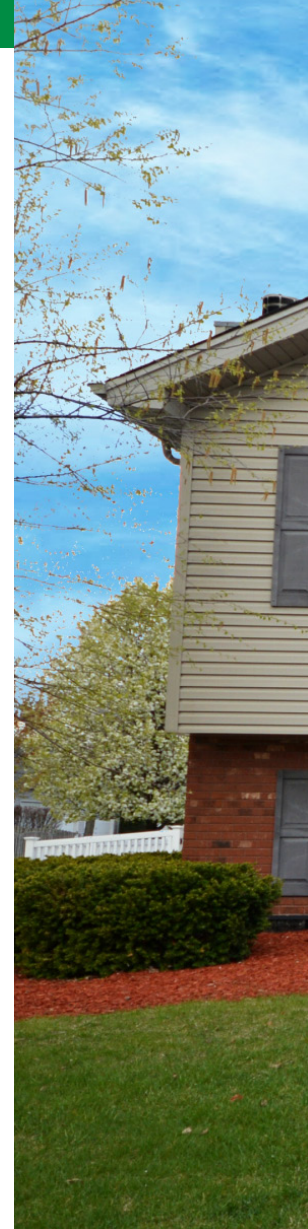
what I do and I've been rocking it ever since."

Dawn now lives and has her office in Shorewood. She works in all the surrounding communities as well as throughout Chicago and Northern Illinois. "95% of my business comes from referrals," she says. "So I'll go anywhere someone needs me."

Although she loves the special thrill of working with first-time home buyers, she doesn't limit herself to

any specific segment of the market. "I work with anyone who needs my help to sell or purchase a home," she explains. "Real estate can have a lot of drama, but it doesn't have to be that way. I work to get my clients through the process with as little stress as possible – communication is key!"

Dawn accomplishes this by educating her clients on what to expect during the process and keeping them informed at every step along the way.



“The more people know; the less anxiety they have. I am always up-front with my clients, even if it isn’t always what they want to hear.” She finds this strategy works well, especially with sellers whose expectations may not be in line with current market conditions. “I have been doing this a long time and am confident enough to inform sellers about the reality of what the market will bear, but in a way that they’re grateful to hear.”

Whether she’s working with buyers or sellers, every client relationship begins with a meeting to allow all parties to ask questions, establish expectations and get to know one another. “I want my clients to feel they have gained a friend and are working with someone who always has their best interests at heart.”





Oftentimes clients will call Dawn after their transaction is complete, just to let her know they miss talking to her.

“I’m always there for my clients, whether they need a hug or a pep talk,” Dawn says. It’s that unwavering commitment to customer service that has earned her recognition as a Five Star Real Estate Agent for several consecutive years. “Because it’s determined directly by client feedback, that honor is very meaningful to me.”



For Dawn, external recognition can't hold a candle to the rewards she gets from working with clients. "It's very rewarding to me when clients are so happy to have sold a home and get

to move on the next step in life, or they find a home they love and get to achieve the American Dream."

As if her stellar service weren't enough to create a lasting impression, Dawn's long-time tagline gives clients another reason to remember her. "It's: Listed by Dusk, SOLD by Dawn, she says with a laugh. "I've been using it for years and people really seem to love it."

She credits the team she works with at RE/MAX Ultimate Professionals with helping her stay focused and energetic. Broker Owner Kathy Dames, General Manager Bryan Kasprisin and her staff of Debora Schoell & Julie Duncan are all instrumental in Dawn's success. "I truly love my office and the energy that it provides for me," Dawn says.

Looking to the future, Dawn is considering adding additional agents to her team, but never at the expense of her hands-on involvement with her clients. "Right now, when people call, they get me and I never want that to change."

To learn more about Dawn Dause ABR, GRI, SFR, of RE/MAX Ultimate Professionals, visit www.dawndause.com, email RealEstate@DawnDause.com or call 815-954-5050