

Third time lucky for our \$77m woman

THE Sunshine Coast's real estate "whiz kid" Amber Werchon has done it again, taking out the REIQ Awards for Excellence Residential Salesperson of the Year for the third time in four years.

Ms Werchon received her award last night at the Real Estate Institute of Queensland Awards for Excellence in Brisbane.

Ms Werchon, of Ray White Maroochydore, recorded her most successful financial year in 2006-2007 with property transactions growing 46% to \$77.2 million.

The REIQ Salesperson of the Year in 2005 and 2007, 25-year-old Ms Werchon said she considered every sale a significant one.

She said she believed that effectively helping clients, quickly and with a minimum of fuss were her most important drivers in sales.

Ms Werchon achieved a number of record sales during the year. She said her commitment to quality customer service was maintained by using clear, procedural checklists, underscored by communicating.

The win follows Ms Werchon's success last week at the Ray White Queensland annual awards.

The businesswoman topped Ray White for number of sales in Queensland, was number one Sunshine Coast Daily Marketer, second for number of auctions sold, and third for value of settled sales within the Ray White Group in Queensland and internationally.

