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SPECIALS ISSUE:
Rockstar Women
in Real Estate!

*Learn about **Heather Andreini** and her passion for animals and real estate.*

***The Milkovich Team**—How a family bond fuels their success, and so much more...*

Cover photo by
Rachael Adkins

NOVEMBER 2021



Soul SISTERS

THE MILKOVICH TEAM

Written by Allison Frey

What do hair salons, the beauty industry, aviation, flight planning, and stock photography have in common? The answer is The Milkovich Team; a top-producing, sister-partner led team of six. Lisa Milkovich is the founding member of this successful venture, striking out into the real estate space after a successful 10-year stint in aviation, flight planning, and aeronautics at Honeywell. During her tenure in aviation, Lisa earned her pilot's license and was able to participate in many career-advancing trainings, such as Dale Carnegie. It was through the coursework of those leadership conferences that Lisa first had the idea of changing her own career course. Twenty years ago she left aviation for good, and started at the very beginning of her own Realtor track.

Her first goal as a real estate agent was to help 30 families with their home transaction needs. She cold-called daily, achieving modest success through her own persistence and determination. By the very end of that first year, Lisa reached her initial goal, and her 30th house to close was for the daughter of Dale Carnegie training company owners, which seemed more than fitting at the time. She weathered the significant downturn in 2008 and continued to apply her own resolve and process for every client she served. This included a firm commitment to doing what it takes to make sure every home is shown at its best, and that every client is advocated for to achieve the best deal every time. Her personal motto is “everything and everyone matters”.

As Lisa hit her stride, she knew she wanted to grow her team. Her sister, Kristine, was going through a significant life-change and was looking for something new in both her personal life and career. At a Prince concert nine years ago over a



few tequila shots, Lisa pitched Kristine on the idea of going into business together. This would be a bit of a departure from Kristine’s position as Director of Education for L’Oreal, but she could apply much of her skillset into real estate. She had been working with salon owners getting set up with branding, styling, and sales of L’Oreal-exclusive hair salons across the country. Her deep knowledge around retail staging, sales, marketing, and high-level service would be an incredible asset to the newly-formed Milkovich Team.

Fast forward to today, and the team has continued to grow to a robust team of six, including Jill Wear, who handles all details and operations; Tina Shepherd, a career marketing expert; Heather Gogan acting as showing agent, project manager, and client services expert; and Matt LeDoux as the next sales broker protégé. The Milkovich Team continues to exceed their goals, and service the entire Puget Sound region.



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They have unit, monetary, stretch, and database goals to hit annually. They track these goals on a weekly, monthly, quarterly, and annual basis, often using large visuals to help keep their eyes on the prize. In their office, they have their monthly goal on the wall, framed in gold with a photo of each home closed tethered by lights surrounding it. Currently, they are on track to hit their annual goal of 60 to 70 homes and over a million in gross commissions for 2021.

The Milkovich team knows their job is not just about getting each home sold – in this market, in this area, almost anyone can do that. Achieving the maximum amount for each home and winning in multiple offer situations is where they excel and differentiate from the average broker. They are excited by their service level – often executing partial





“

everything
AND
everyone
MATTERS



remodels, appliance replacement, or other general refresh projects to show each home in a ‘move-in-ready’ condition. This helps maximize the home value and assures clients when they close a deal, they got the most return on their real estate investment possible.

When not at an open house or overseeing a remodel, Lisa enjoys spending time with her husband on their motorcycles or hitting a few on the golf course. Kristine and her wife have invested on Vashon Island, where she enjoys paddle boarding and road cycling, and spending time with her French bulldog, Tupac Panda, and her Morkie (that’s a Maltese/Yorkie), Bamboo. As a team, they enjoy giving back to the community through donations to Seattle Children’s Hospital through the John L. Scott Foundation. They also independently support the Pasado Animal Rescue Farm, Mary’s Place, YWCA, and the West Seattle Senior Center, where they also sit on the Board of Directors.

The Milkovich Team is hitting their stride, enjoying work and life as they continue to provide excellence in service to all their clients. They look forward to team growth over time and are currently expanding their sales and marketing, building additional strength in their brand. In the meantime, they continue to add value for their clients with each home transaction – and look forward to working with all you top producers soon.