

REALTOR'S PROFILE | GAIL YANCIK

**REALTY
EXECUTIVES**

Compassion + Experience = Success for this Realtor

BY SANDY TURNER
WelcomeHome

Gail Yancik, Realtor for Realty Executives Metro One wakes up each morning with a motto that she believes in and lives by. "A new day, a new opportunity."

Some people search for a lifetime to find out what they are passionate about. Yancik grew up around it, lived it and now has a career in it — real estate.

Growing up as the daughter of local builder and developer J.R. Stewart, Yancik watched as families would see their dreams come true in the construction of a new home.

When she married her husband Mark Yancik, builder, developer and owner of Barrington Properties she again found her life revolving around real estate although she pursued a career in the health field.

For twenty years Yancik worked as a registered nurse and poured her energy, compassion and positive attitude toward her patients as she worked home health care.

"Making the transition from being a nurse to being a Realtor really wasn't much of a change at all," Yancik said. "There are so many similarities between the two careers. Both industries require someone to care, to listen and to look out for the client's best interest."

Since changing careers less than five years ago, Yancik has been awarded the Chairman Award (top sales executive) from Realty Executives Metro One for the past three years and has been in the top one percent of all Realtors in the Greater Kansas City area for listings sold.

"I believe my success stems directly from being a nurse and learning to pay attention to the little details in life that may mean the world to a patient or to someone looking for their dream home," Yancik said.

As baby boomers make the transition into senior living, Yancik draws on her knowledge of what's available in the market and her experience in the home health field.

"Often times the children will call and ask for help finding a suitable home for their aging parents," she said. "Sometimes it's maintenance-provided communities or a house with mother-in-law quarters. When I get the chance to sit and talk with seniors — it's absolutely invaluable to me. They are a wealth of information."

Growing up in Blue Springs and watching it emerge from a small country town to a city of growth and opportunity, Yancik is excited about being able to help people



TOP: Gail and Bryan Yancik, mother and son team of Realty Executives Metro One, draw on their knowledge of the area and creative marketing strategies to become one of the leading Realtors in the Kansas City area. LEFT: As part of giving back to the community where she grew up and loves, Gail volunteers at St. Mary's Hospital. Lori Hilbrich (pictured with Gail), chaplain at St. Mary's Hospital and manager of the Spiritual Care Department talks about Gail's volunteer commitment. "Gail serves as an Eucharist Minister and serves communion and shares prayer with our Catholic patients. With her healthcare background and people skills she is truly an asset."

make it their home.

"I remember riding my horse from Dad's barn down to Lowe's Drug to get a pop," Yancik said of the year 1967. "I am so proud of the city and that my husband and my dad contributed to building and developing it. And I'm real excited that now I have a chance to help people live in it."

Yancik believes that in the real estate market, pricing is everything.

"People think that this is not the time to sell because they won't get as much out of

their house because of the large inventory that is out there now. What they need to realize is that all the houses on the market are being priced competitively so the house you buy won't cost as much either."

Nationwide, Missouri stands as one of the most stable real estate markets, Yancik said and doesn't experience the severe dips as other states do.

"Sure it's a different market right now, but that doesn't mean it's a bad one. What it means is it's a great opportunity for first time buyers or for empty nesters to downsize"

Living in Blue Springs, Yancik and her husband Mark, have four children ranging

in age from 31 to 17. The oldest, Bryan, has followed his mom's path into the real estate world.

"Bryan just recently changed career paths — and I'm so glad he did. He's an awesome Realtor and being able to share my passion for real estate with him is great."

Contact Gail and Bryan Yancik by calling 777-5709 or visit her web site at www.GailSells.com