

TOP AGENT

MAGAZINE



Anna Klarck

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The launch of Anna Klarck's career in real estate dates back more than two decades. In 1996, she was looking for a professional path that would support her entrepreneurial spirit, while giving her the freedom for more flexible hours as a mother. Real estate made for the perfect fit, and for the next twenty-two years, she cultivated a steadfast reputation as a regional powerhouse, known for her integrity, knowledge, and abiding personal touch. She was even featured in the pages of *Top Agent Magazine* for her impressive track record and noteworthy client-centric care.

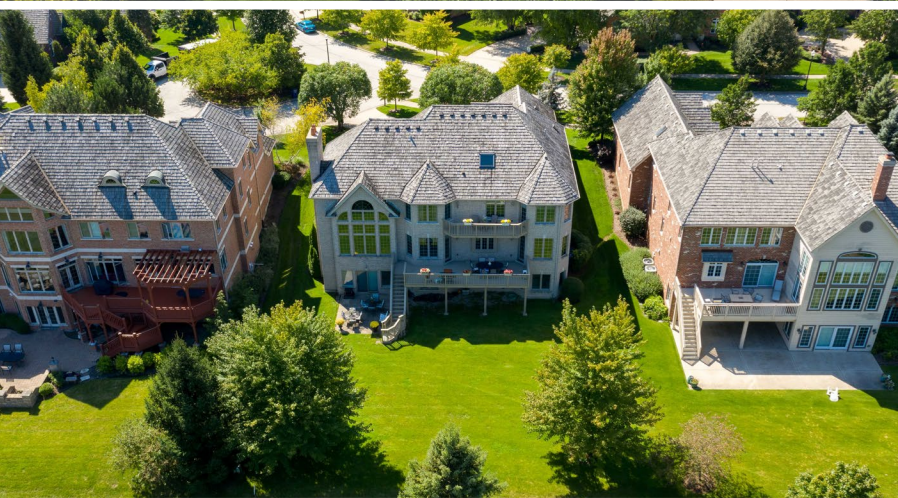
Two years ago, Anna opened her own brokerage and stepped out solo without the backing of a national franchise. While the move was nerve-racking and not without its risks, 2016 and 2017 turned out to be Anna's best year in business yet, amounting to over 200 homes sold. Now, she continues her legacy as she expands her next chapter as a top agent.

With the support of her assistant, Anna serves clients across Lake County and parts of Cook County under her own banner of AK Homes. Over the course of her lengthy career, she



now manages to drive 75% of her business through repeat and referral clientele—a testament to her staying power and deliverable results. To account for her success thus far, Anna credits personalized luxury service, personal connection, and client advocacy as the central pillars of her working style.

“Relationships are the most precious things about what I do,” she explains. “As a single, individual agent, I work closely with my clients, one-on-one, from start to finish. Along the way, we build connections and memories that last.” Furthermore, Anna emphasizes the importance of a market education and equips



stand each phase of the process—so that they feel comfortable and in a good financial position once they do find the right home. It’s so important to listen to their needs and make sure they understand all their options.”

When marketing properties, Anna begins by incorporating professional photography and virtual staging to ensure each home is showcased in its finest light. From there, she leverages exposure across dozens of the leading online listing platforms to net wide-ranging digital visibility—where

her clients with all the information and options out there to fortify their purchase or sale. “Educating my clients helps them feel empowered to make the best, most informed decision,” she says. “I make sure they under-



the overwhelming majority of house-hunters launch their search. Whether she is working alongside buyers or sellers alike, Anna's primary focus remains on the individual and family at the heart of each transaction. "I love creating memories with my clients and seeing how they make their own memories in a

home—from getting the keys to raising their families," she says.

Beyond the office, Anna gives back through sponsorships of area organizations, from the local Boy Scout troop to school sports teams. In her leisure hours, she most enjoys time



spent with her family and loved ones, gardening, and powerwalking.

As for the future of her imprint, she intends to continue her steady growth, with plans to add likeminded team members to the ranks in the years to come. In fact, her son is currently in the process of earning his license to join the family business. “My goal is to work with agents who

want to be by their clients’ sides from start to finish,” she says. “In building this brokerage, our first years were amazing, and I realized I could build a company around who I am and the personalized service I provide for my clients. It’s a great feeling to play a role in my clients’ lives and during a time of major transition for them. Those relationships are the most important thing to me about this business.”

To learn more about Anna Klarck
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