

# TOP AGENT

MAGAZINE

ANNA  
KLARCK





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Lake County Illinois encompasses several dozen beautiful villages and small cities throughout a beautiful swath of Northeastern Illinois along Lake Michigan within easy commute of Chicago. There, REALTOR® and AK Homes Broker/Owner Anna Klarck has established herself as an advocate of the area's quality of

life and its beautiful residential real estate opportunities.

When Anna arrived in the United States from Europe in 1989, she settled with her husband in Lake County. Having grown up the daughter of a European baker, sales and customer service mindset were





ingrained in her thinking from a young age. “In 1996 I got my real estate license and have had a passion for the real estate industry ever since,” she says.

“I stand apart from other agents because I sell a high volume of homes, but I do not believe in the

team concept,” says Anna, a solo agent who has sold more than 100 homes in the past 12 months. She only relies on help from her office manager, who manages the transactions; this allows her to work closely with each of her clients. “I strongly believe in relationships,” she says. Close contact with each client and









attention to detail are the hallmarks of her success.

“I am one-on-one with my clients from the time we meet until closing,” she says. This approach applies to all clients, whether they are selling their home or looking to buy a home. “And yes, I do go to all my closings!” she exclaims. “It’s important for me to be there to make sure everything goes smoothly.”

Anna knows that buying a home is a major decision in people’s lives. “I love the fact that I get to be a part of this big event and that they never

forget the experience or me!” she says. “We stay in touch long after they get the keys to their home.” She often hears from clients with family news such as new babies, new jobs and graduations. “It’s really rewarding to hold onto meaningful relationships with my clients.”

Her clients’ eagerness to stay in touch with her and to refer their friends, families and coworkers to her are the greatest compliments she receives. Some relationship even come full circle when clients move out of state and return years later, reaching out to her for help on their relocation. “I



As for the future, Anna's greatest dream is already coming true. After working with a large brokerage for 20 years, this year she opened her own real estate brokerage firm, AK Homes. "My goal is to provide personalized luxury service to



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all my clients and to continue my one-on-one approach to helping people." She also wants to do her part to improve the field of real estate for all professionals. To that end, she engages regularly with other agents for referrals and for helping meet each other's clients' needs. "The biggest part of any success is to dream, to stay on top of your goals and to be consistent," says Anna. "If there's anything I can share with other agents, I will. I don't have secrets!"

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To learn more about Anna Klarck, visit [www.AnnaKlarck.com](http://www.AnnaKlarck.com), email [Anna@AnnaKlarck.com](mailto:Anna@AnnaKlarck.com) or call 847.401.6010