

Michael Saunders & Company[®]

LICENSED REAL ESTATE BROKER

EXCEPTIONAL PEOPLE, PROPERTIES & SERVICE



Top Agent, Company Wide



Top Team, Company Wide

\$20 Million+ Producers 2007

- Clockwise from Top Left
 Linda Roe Dickinson
 Annette Rogers & Michael Moulton
 Kim & Michael Ogilvie
 Linda Driggs
 Ann Martin
 Janis Collier



The Best of The Best

General George S. Patton, one of history's greatest military leaders, once said: "The test of success is not what you do when you're on top," he told his troops. "Success is how high you bounce when you hit bottom."

Today we borrow Patton's definition of success to illustrate the outstanding accomplishments of the highest achieving associates at Michael Saunders & Company for 2007. While the region's real estate cycle was wending its way toward the bottom last year, the professionals at Michael Saunders & Company had already sharpened their focus, adjusted their game, and with shoulders to the wheel propelled the company to \$1.5 billion in annual sales.

Eight of these associates bounced high enough to earn the distinction of being the top-producing professionals in the market's top-producing company. They squeezed the sweetest lemonade from the most stubborn lemon of a real estate market in recent memory. In essence they did exactly what Patton told his wartime troops to do: "Make your plans to fit the circumstances."

Kudos for this year's top individual performance belong to **Linda Roe Dickinson** of our St. Armands office. A perennial achiever for more than three decades, Linda has been the company's top performer for the past several years while still finding time to be active on the boards of such noteworthy institutions as the important new Sarasota Museum of Art.

Top performance as a team goes to **Annette Rogers and Michael Moulton**, from the Longboat Key South office. Since joining forces only five years ago, Michael and Annette have channeled impressive individual careers into a most formidable team at Michael Saunders & Company.

Five other top performers stared down the barrel of a tough year and transformed it into another milestone in their string of personal bests. They include **Janis Collier**, **Linda Driggs** and the team of **Kim and Michael Ogilvie**—all from the Main Street office—along with **Ann Martin** of the St. Armands office. Each of these individuals or teams wrapped up 2007 with well over \$20 million in sales. Congratulations are also in order for **Jennifer Schwell**, of our St. Armands office, who came within a whisper of the \$20 million mark.

Legions of other associates turned in annual performances in the many millions of dollars. We applaud each of them for achievements that are all the more impressive for coming in such a challenging year. Their stand-out performances epitomize the disciplined expertise that led the combined constellation of the 450-plus all-stars at Michael Saunders & Company to achieve an average of \$4.4 million in daily sales throughout 2007. While the "pessimistas" in the media wanted everyone to believe that absolutely nothing was stirring in our market, these professionals were quietly and resolutely proving them wrong. Day after day.

Each of them demonstrated what George Patton meant in another of his more illustrious quotes. "Pressure," he said, "makes diamonds."

Offices	Top Individuals	Top Teams
Bradenton	 Kathy Valente	 Ruth & Maryann Lawler
Colony/Mid Longboat	 John Zisman	 Susan & Jonathan Fox
Commercial	 Tony Veldkamp	 Lee Sr. & Lee Jr. DeLiето
Englewood	 Pam Neer	 Joni & Randy McLendon
Lakewood Ranch	 Terri Ayers	 Shirley & Sherwin Taradash
Longboat Key South	 Klaus Lang	 Annette Rogers & Michael Moulton
Main Street	 Janis Collier	 Kim & Michael Ogilvie
Palmer Ranch	 Terri Healey	 Karen Greco & Barbara Corbett
Siesta Key	 Tom Stone	 Ethel & Harvey Lovelace
St. Armands	 Linda Roe Dickinson	 Kathleen & David Callender
Plantation	 Susan Brooker	  Jenifer Schwell
Venice	 Helen Moore	

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Main 951-6660 • Ritz-Carlton 364-8884 • St. Armands 388-4447 • Mid-Longboat 383-5502 • Colony 383-3759 • South Longboat 383-7591 • Palmer Ranch 966-8000
 Siesta Key 349-3444 • Bradenton 748-6300 • Lakewood Ranch 907-9595 • Venice 485-5421 • Venice Mainland 493-2500 • Englewood 473-7750

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