

BERKSHIRE HATHAWAY HOMESERVICES KOENIGRUBLOFF

980 Michigan Ave., Chicago | 866-795-1010 | koenigrubloff.com



The executive team of Berkshire Hathaway HomeServices KoenigRubloff Realty Group (from left to right) Mark Pasquesi, president of brokerage; Diane Glass, chief operating officer; and Joe Stacy, senior vice president and general sales manager.

Culture is North Star for real estate leader

For Berkshire Hathaway HomeServices KoenigRubloff, operational excellence defines daily business, while the firm's North Star is improving lives.

Though it's unusual for a real estate brokerage to talk about goals beyond sales and market share, the executive trio at the helm believes that creating culture is the most powerful driver of growth.

KoenigRubloff brokers thoughtfully present homes to the market and carefully nurture buyers along their journey. Behind the scenes, skilled experts support and collaborate with agents, create training and agent coaching, source technology that eliminates roadblocks, craft custom marketing and ensure that everything agents need is in place at the branch offices. The commitment to being the gold standard in real estate runs through everything they do.

Executive team leadership

The company is led by a three-person executive team: chief operating officer Diane Glass, president of brokerage Mark Pasquesi and senior vice president and general sales manager Joe Stacy. This innovative structure allows the company to mine ideas and expertise that have created a responsive and connected environment within the firm.

Each person in the leadership trio brings their own expertise to specific areas of the business while working together toward the common mission of creating an environment and culture where both agents and clients want to be. The end goal is to provide an experience that's not just positive for customers, but joyful.

Giving back

The company's commitment to supporting local communities is exemplified by the KoenigRubloff Cares Foundation, an agent-supported charity that grants more than \$125,000 annually to non-profits and other deserving organizations and volunteers with local organizations.

In your neighborhood and around the world

Berkshire Hathaway HomeServices KoenigRubloff is a full-service real estate firm with nearly 1,500 real estate professionals and staff in 24 offices serving customers throughout the Chicago metropolitan area, west suburbs, southern Wisconsin, northwest Indiana and Michigan's Harbor Country.

The firm boasts deep local roots complemented by the extensive global reach of Berkshire Hathaway HomeServices. From helping customers find and finance their dream homes to insuring their new abodes, the company offers comprehensive services through affiliations with Prosperity Home Mortgage, LLC, Fort Dearborn Title and HomeServices Insurance.

The firm's success is supported by the resources and extensive reach of its parent company, HomeServices of America, which is the number one residential brokerage in the nation. Berkshire Hathaway HomeServices is an internationally known brand and is expanding, recently announcing offices in Spain and Dubai on the heels of expansion in Germany, Italy and the United Kingdom.