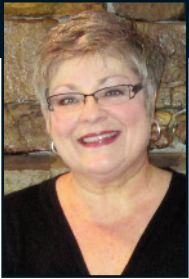


TOP AGENT MAGAZINE



Jane Terrell

Jane Terrell was frankly excited when the healthcare company she was working for was sold. “We were finally able to return to Tennessee and couldn’t have been happier about it,” she said. Indeed, returning to Gatlinburg, the Gateway to the Great Smoky Mountains and her hometown was a dream she’d had since leaving Tennessee years prior. In addition to loving Gatlinburg, she also found herself falling in love with her career in real estate. Even better, Jane’s clients loved her.

Within one year she was named Agent of the year at Century 21 Four Season Realty. Since that time she’s accumulated award after award each year ranging from the Century 21 Centurion Award to the incredibly meaningful Quality Service Award, which results directly from client feedback following the close of a sale. This award in particular means a lot to Jane, because “This is a vacation/second home market. Most of our clients are from out of state so they need to trust us. We have limited time to find them the right property when they are here. Our team—which I’m so proud of—is very nimble and we are committed to communication. We answer our phones, we get back to people right away and we make great use of technology. Our website and mobile site work very well, and we offer digital signings to make things convenient for clients,” she says.

But for Jane, nothing that her team does feels like work, even though her team’s results show that the group does work very hard. With additional awards such as 2012 and 2013 Constant Contact Quality Awards, 2011-2014 Platinum Pacesetter Award, and 2012-2013 Centurion Awards for Team Sales, it is clear that Jane’s team is busy, and efficient. Still, Jane says, “We get to drive around in this beautiful area all of the time. We get to work with terrific people who are excited about buying or selling a home here. We get to help them achieve a dream they have often had for many years. This isn’t something they have to do most of the time, it’s something they want to do,” she explains.

Jane certainly can’t fault anyone for wanting to live in the Gatlinburg area. “It’s not hard to sell the area,” she laughs. “It’s absolutely beautiful.” Not surprisingly then, Jane and her team are committed to helping to ensure the area stays beautiful. “Our team helps to take care of some of the historic cabins in Great Smoky Mountains National Park. They’ve been there for generations and we help keep an eye on them. We’re out there picking up sticks, and cleaning the cabins.”

“It’s important to us to help take care of the Park. It’s fun too. We had a wall coming down in one that we were going to repair and looked and found all of this moonshine hidden behind it. It’s our most popular picture on Facebook,” she says with a smile.

Although the Terrell Team is already in the top 1% of the local MLS, and is currently ranked the #1 Team in Century 21’s 5-state Mid-South Region, Jane does intend to grow her team, albeit methodically. “We are looking to add a bit to our listing side, so we will be adding new agents soon,” she says. “We will also add new buyer’s agents. We will continue to train, and continue to push ahead,” she adds.



For more information about Jane, visit www.Janeterrell.com, call 865-223-8062, or email janeterrellteam@gmail.com