

# TOP AGENT MAGAZINE



Debbie Lemek

by Kate Supino

Most people would see retiring from a 33-year teaching career as an opportunity to sit back and relax, but not Top Agent Debbie Lemek. She saw it as an opportunity to embark on a career that had always captured her imagination. “Real estate has always interested me since I was a kid,”

she explains. “I always loved going to open houses, and studying and designing homes and floor plans.” Debbie began taking real estate classes in 1991, with the intention of being a part-time agent, but some unexpected events put that on hold. She never lost her passion for real estate and finally became a licensed REALTOR® at the end of 2007.

Now an agent with Century 21 Affiliated, Debbie serves a wide area that includes all of Winnebago County, Boone County and Ogle County. She enjoys working with a wide range of clients with different home buying or selling goals. “Most of the homes I sell are in the mid-to-upper range, but I’m open to working with all clients,” she says. She is a certified Fine Homes and Estates Specialist as well as a New Construction Specialist. She is also well-versed in helping clients with short sales. “I started in real estate when there was a big need for that, so I became certified in short sales and foreclosures,” she says. Debbie also calls on her years of teaching experience when working with first-time home buyers. “They’re fun to work with because it’s such a big learning process and I really enjoy being able to educate them.”

Debbie’s passion for real estate is obvious, but she knows that’s not enough to sustain a successful career in the business. “The passion drives me, but I also set high goals for myself, I feel it’s something that’s very important,” she explains. “I don’t think of being an agent as a job, it’s a lifestyle for me. I’ve always helped people and this is one more way of doing it.”

Providing her clients with consistent communication is just one of the things that gives Debbie a competitive advantage. “Clients want that immediate connection,” she explains. “If I’m not available, I call back immediately. I

get the feedback for my buyers and sellers and communicate it quickly and clearly.” She adds that Century 21 is a terrific brokerage because they offer her the tools and resources she needs to stay on top of real estate’s rapidly changing technology.

Debbie hopes that in addition to receiving outstanding service, her clients have some fun along the way. “By helping them through this process, all my clients become like family members,” she says. “It’s very important to have positive interactions. I always check back after the closing and clients know that if they need something, even years later, they can call me and I will take care of it.”

Her commitment to customer satisfaction has earned Debbie numerous awards over the course of her career, including Century 21’s Quality Service Pinnacle Award, determined entirely by client feedback, and the Centurion Producer Award, the company’s most prestigious production award. But for Debbie, the true rewards come directly from her clients. “I just love seeing people happy, and helping them move on to the next phase of their lives,” she says. “It feels great to help make dreams come true.”

Looking forward Debbie plans to keep exceeding her goals in the career she loves. “As long as I’m enjoying what I’m doing, I will keep working it.”



To learn more about Debbie Lemek of Century 21 Affiliated Inc., call 815-847-0128, email [debralrealtor@gmail.com](mailto:debralrealtor@gmail.com) or visit [www.debbielemek.com](http://www.debbielemek.com)