



**THE**  
**WORLD'S MOST**  
**POWERFUL**  
**REAL ESTATE TEAM**

# **RE/MAX<sup>®</sup>**

# **WINNERS**

1973 35th ANNIVERSARY 2008

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**in BUSINESS**  
**and in LIFE**





# YVONNE SUMMERFIELD

ABR, CLHMS, EPRO, RFS, RSPS  
REALTOR® ASSOCIATE

## AWARDS

HALL OF FAME

#1 RE/MAX AGENT IN HAWAII -2006

CHAIRMAN'S CLUB -2006

PLATINUM CLUB -2005

**Y**vonne Summerfield was born and raised in Torrance, California. She graduated with a Bachelor of Science in Business Administration degree (concentration in marketing) from California State University, Long Beach. As a 17 year old entrepreneur, she founded and grew a sportswear manufacturing and retail operation into an "INC. 500" company. Achieving success early in her career, she became a millionaire at age 29. She was honored to receive the "Young Entrepreneur of The Year" award from the United States Small Business Administration, along with being ranked the "51st Largest Women-Owned Business" in Los Angeles County by the LA Business Journal. Now as a REALTOR® on Kauai, she applies her business experience, marketing expertise and negotiating skills to help her real estate clients achieve their goals and objectives.

## PUTTING CLIENTS FIRST

*"It's never crowded along the extra mile."*

— Dr. Wayne Dyer

After moving from Kailua-Kona on the Big Island of Hawaii to the tiny island of Kauai, my husband and I sold our graphic design and promotional marketing business. I found myself at a crossroads of what to do next. I considered a career in real estate because I enjoy helping others, and chose RE/MAX, the World's Most Successful Real Estate Network. With RE/MAX's strong global brand, along with creating a brand identity for myself, I felt that I was off to a solid start in October of 2004.

Looking back over my entrepreneurial career with regard to personal success, I realized how important putting clients first has been, especially when combined with the power of prayer and intention. Continuing this philosophy in real estate has been instrumental in helping me to rise to become the #1 RE/MAX Agent in the State of Hawaii, to sell over \$50 million, and to receive the Hall of Fame Award - all in less than three years.

I thoroughly enjoy selling real estate for a living and it shows. Helping clients find the right home in paradise is very rewarding work. I've trained myself to put clients first, which means to listen, clearly understand their needs & objectives, and then create a plan to reach their goals. They depend on me to do this, and the success of

their transaction depends on me doing the right thing on their behalf, for their best interests. I have made a point to surround myself with a lender and an escrow officer with a similar philosophy as mine. The more transactions I complete this way, the happier I become. My success grows with each satisfied client, making each day different, exciting and filled with a rewarding sense of accomplishment.

Within the context of putting clients first, I would also advise going the extra mile, any chance you get. Work hard, continue to learn, believe in yourself and utilize the positive power of intention along with prayer. Additional attributes include being flexible & giving, kind & patient. Doing these things will most assuredly lead to success, especially at RE/MAX! My best to all of you reading this book. Aloha!

## RE/MAX KAUAI

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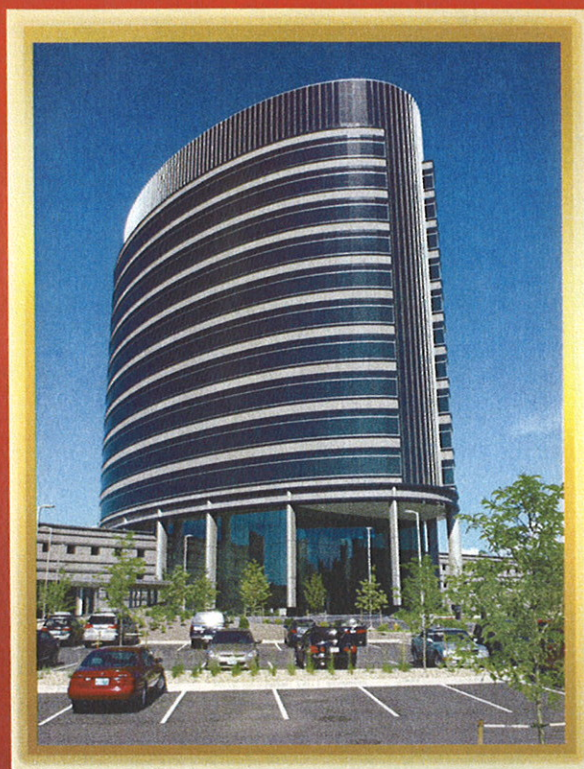
# RE/MAX<sup>®</sup> International

## WINNERS

### LEADERS & LEGENDS

## THE BUSINESS SUCCESS STORY 35 YEARS IN THE MAKING

"RE/MAX International has experienced tremendous success over our 35 year history because our guiding principle from the beginning is that everyone wins – our customers, our agents, our Broker /Owners, our employees, everybody.



The public has come to associate the RE/MAX name with an image of caring professionals dedicated to premier community citizenship and the highest quality customer service. As the pages of this book demonstrate, we have some of the most successful and professional individuals in the industry – who are an important part of the RE/MAX family of nearly 115,000 Associates in more than 65 countries.

As a result, I'm convinced RE/MAX will continue to be the trend setting leader that it has always been."

~ Dave Liniger  
Chairman & Co-Founder



New Light Stars Media  
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ISBN-13: 978-0-9749159-7-5  
ISBN-10: 0-9749159-7-1



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