

## REAL PEOPLE

## Beth Wolff team makes time for holiday business, pleasure

Many folks have commented that the 2014 holiday season was a surprisingly busy business time, but the Beth Wolff Realtors Real Living team found time to do it all.



JUDI GRIGGS

Kicking off the season, Beth and Ed Wolff hosted a holiday party at Ruth's

Chris' new location.

Shelley Green spent the holidays with family in Sonoma, California.

"You think our prices are high? This home cost \$2,000,000 and is 1,500 square feet," Green said.

After hosting her annual Christmas party, Pam Greenwood jetted to the Dominican Republic to ring in the New Year.

Jason Hendricks and his family spent the holidays in Park City, Utah, while Ed and his family

took their annual trip to Dallas.

Ursula Muenzel and husband, Rainer, just returned from New York City, where they visited friends and marketed the historic castle she is selling in Italy.

Back at home, the office was well-represented at the Texas Bowl. Among those who had hoped to cheer UT to victory were Holley and Jeff Madden, Ashley Mandola, Marie Caplan, Seth Caplan and Beth.

If you are among the legions who counted down the days to the PBS "Downton Abbey" fifth season premiere last Sunday, you'll be glad to know that Houston's own Emmy-winning "Manor of Speaking" is now being syndicated to Public Broadcasting Stations across the country.

The half-hour post-game recap is a cheeky delight featuring host

Ernie Manouse and a rotating panel of cultural experts and "super-fans" on a faux drawing room set. Butler "Mr. Rogers" delivers viewer Tweets on a silver tray — as the "manor" does not have

Internet.

Your columnist was delighted both to snag tickets to the recent Manor taping and to discover John Daugherty, Realtors' Roseann Rogers, director of public relations

and business development, on the panel.

Rogers said she appeared on the very first "Manor" two years ago and was invited back for the launch of the show's first syndicated season.

Conversation is quick and clever as the panelists discuss the highlights of the episode as well as fashion, history and society in 1920s England.

Audience members were required to sign an agreement not to share details of the Downton season opener until after the official airdate. This it is now safe for me to say — the butler did it.

The Houston Association of Realtors Montgomery Branch has moved. The new address is 26710 I-45 north, Suite C-500. That's on the north feeder road after the Robinson exit. There's a sign on the building, but just watch for the driveway next to Rooms To Go.

Judi Griggs is a writer who lives in Houston in the winter and Buffalo in the summer — because the reverse would be ridiculous. Contact her at [realnewshouston@gmail.com](mailto:realnewshouston@gmail.com) or through [judigriggs.com](http://judigriggs.com).



Roseann Rogers (left) of John Daugherty, Realtors, shares a moment with Charlie and Judi Griggs at the recent season premiere of Houston PBS's Emmy-winning "Manor of Speaking."

## REALTOR OF THE WEEK

## New technology leads local Realtor to aerial photography

By Rebecca Maitland  
HOMES CORRESPONDENT

The real estate industry has been around for centuries, and there are many tried-and-true methods that work.

And, new technology adds fresh arrows to any Realtor's quiver.

"My clients are all asking for instant responses to their questions about market knowledge and trends. To that end, I have dedicated 25 percent of my time to ensure real-time expertise for the neighborhoods I serve. It is time for the next generation of real estate," said David B.

Atkins, Realtor, Heritage Texas Properties.

The neighborhoods he serves are the Holcombe corridor, which consists of Bellaire, West University, Braes Heights, Southgate, Boulevard Oaks and Southampton neighborhoods, Inner Loop and close-in Memorial neighborhoods.

The desire for the latest and greatest technology to serve his clients has led him to aerial photography.

For 2015, his business model includes videos for listings as well as instant computer-generated notifications to his clients looking for homes

meeting their search criteria.

However, it is not just technology Atkins uses to help his clients be successful.

"I create a calendar for marketing strategies for each client. I want my clients know exactly what the game plan is. By analyzing the market trends and demographics, I like to provide that information to my clients so we can collaborate to ensure the highest level of success for those selling their home," Atkins said.

Atkins takes great pride in providing detailed market analysis for

his clients when they are interested in writing an offer on a home.

"Choosing a home can be an emotional time, drawing people into overpaying. My job is to help keep my clients level-headed by providing solid data, all of which helps my clients from overpaying for their dream home," Atkins said.

Atkins' love of technology, business skills, personal service and his plan of action for each client have worked, and helped him and his clients be successful.

This success is evident by the numerous awards he has won. He has been selected to serve the real estate industry via several boards for 2015, such as HAR NextGen Advisory Board.

Atkins' business skills come from owning his

own company, which he grew through college and then capitalized upon the sale to pay for law school.

It was a pack-and-ship center in the Texas Medical Center.

About half a dozen years later, he expanded the store to 50 percent shipping center and 50 percent retail.

## 'Learned to listen'

"My peers have asked many times, 'How on Earth did you learn how to do that?' I calculated, from my prior career, I had over 400,000 times to practice the interaction with clients. I learned to listen, and I genuinely cared, and it showed. There is no way to monetize the value gained when your client knows you care," Atkins said.

Last year, Atkins



David B. Atkins

joined Heritage Texas Properties after more than 20 years in the industry.

"The team of support provided to me in the office gives me more time to spend with my clients, which helps me help my clients reach their real estate goals," Atkins said.



Paul Silverman

## Realtor develops child protection site

Dangers that children encounter when using the Internet, particularly cyber-predators and cyber-bullies, are very real and of increasing concern to parents.

Paul Silverman, a top-producing Realtor with Martha Turner Sotheby's International Realty as well as a parent, technology educator, and Internet safety advocate, has taken action to counteract those threats with his new website, Online Kid Cop ([www.OnlineKidCop.com](http://www.OnlineKidCop.com)).

Designed to educate parents about the cybercrimes their

children face when using digital technology, Online Kid Cop provides parents with up-to-date information and offers training and safety tips.

"While there are many excellent and credible organizations out there on the front lines helping protect children, I'm happy to offer this new layer of education to help bridge the technology gap between parents and children," Silverman said.

Online Kid Cop offers free education and training to parents through videos, graphics

and screen demonstrations that include tutorials on checking children's social media profile settings to ensure their safety.

"I am extremely impressed with what Paul has done to help keep children and teens safe online with Online Kid Cop," said Martha Turner, the co-founder and president of Martha Turner Sotheby's International Realty. "Our company has supported child safety for many years through our Safe Child I. D. kits, which we distribute at community events and in local schools."

## REAL ESTATE NOTE

Roxane Witte, a

seventh-generation Texan and a resident of Houston for more than 30 years, has joined John Daugherty, Realtors as a broker associate. Witte is a Greater Houston Lifestyle Analyst and residential real estate advisor who specializes in assisting new residents to the area.



ROXANE WITTE

## Interior designer Scott visits John Daugherty, Realtors

Houston-based interior designer Katie Scott helped kick off the first sales meeting of the New Year for John Daugherty, Realtors as its featured

guest speaker. Scott has generated national buzz for renovating the famous LaLaurie mansion in New Orleans and has been featured in *Elle*

*Decor*, *Country French*, *Modern Luxury Interiors*, *Southern Living* and *Black & White* magazines.

The interior designer, jewelry designer, author and mother spoke to a full house about what inspires her every day and how the glory of renovation turned her world that was once broken into something beautiful.

During her presentation, she spoke about her mission to infuse spirituality into the modern home and how it continues to push her creatively and is a true stylist for the soul.

While hunting for high-quality, spiritual medals for an interior design project, Scott recognized the lack



Photos courtesy of John Daugherty, Realtors

Pictured from left to right, chairman and CEO John A. Daugherty Jr., designer Katie Scott and sales associate Sharon Dreyer.



Scott recently published "Let It Be." After her presentation, she stayed to talk and sign copies of her book. John Daugherty looks on as she signs a copy of her book.

of high-end spiritual jewelry in the market. In that moment, the idea for Katie Design Jewelry was born.

Now, two years later, the collection is available at select Neiman Marcus stores and online at [KatieByDesign.com](http://KatieByDesign.com).

Scott recently published her first book, "Let It Be."

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## WHERE TO FIND US

Homes is a product of the Houston Chronicle Custom Publishing Group, a specialized division of the Houston Chronicle.

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