



Jan Patrick

Personal Profile

Jan Patrick is ranked as one of the top producing real estate agents in the United States. Licensed in the states of Delaware and Pennsylvania, Jan has a team of people to assist her in providing the highest level of service to her clients. Jan is known for her innovative approach to marketing homes, the personal attention she gives to buyers, and her total commitment to providing excellence in real estate services. Jan Patrick's success in real estate has brought her international acclaim, as she has taught at real estate seminars and has appeared on "Super Star" panels at real estate conferences around the world.

Education

- Graduate of Cherry Hill High School, Cherry Hill, N.J.
- Graduate of Juniata College, Huntingdon, PA, B.A., Elem. Ed.
- Graduate of University of Delaware Real Estate Licensing Course

Community Involvement

- Ruling Elder, Clerk of Session, Westminster Presbyterian Church, Wilmington, DE
- Former Member of the Board of Directors of the Juvenile Diabetes Research Foundation
- Member of the Board of Directors of the People Helping People non-profit organization
- Joint Sponsor of the Annual *People Helping People* Golf Tournament to benefit local charities
- Former Secretary A.I. duPont High School Band Boosters
- Major sponsor of Junior Achievement of Delaware
- Former member of Kennett Square Golf and Country Club and the Women's Cup Team
- Former District Commissioner, Sunny Hills Pony Club, a locally affiliated branch of the United States Pony Club
- Past sponsor of Piedmont Baseball League team

Experience

- Elementary School Teacher, Pittsburgh, PA
- Elementary School Teacher, Sanford School, Hockessin, DE 1980-1987
- Member New Castle County Board of Realtors
- Licensed Realtor in Delaware and Pennsylvania since 1987
- Multi-million dollar producer, Patterson-Schwartz Real Estate

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REAL ESTATE ACHIEVEMENTS



William E. (Bill) Ward, Esq., and Jan Patrick

Jan Patrick inducted into New Castle County Board of Realtors Hall of Fame

Wilmington, Delaware (May 22, 2012)

The New Castle County Board of Realtors held its 2012 Annual Awards Celebration at the Christiana Hilton on May 10th. Noted real estate attorney, William E. Ward, Esq., presented Jan with the distinguished award. As a Hall of Fame inductee, Jan was honored for her outstanding contribution to the real estate industry. Jan was also recognized for her charitable work throughout the Greater Wilmington community.

- Jan Patrick has been certified as a Real Estate Instructor by the Delaware Real Estate Commission since 1997. Drawing upon her 25 years of experience in real estate, Jan currently teaches continuing education courses that help Realtors address the challenges of today's real estate market.
- Recipient of Life-time Membership Award presented by the New Castle County Board of Realtors.
- Featured in the November, 2011 edition of the national publication, *Top Agent Magazine*, where the benefits of Jan's unique team approach were highlighted. Top Agent Magazine seeks out the most successful and unique Realtors nationally and internationally to profile their accomplishments in in-depth feature stories to highlight production as well as community and industry involvement.
- Recipient of national sales awards presented by the Realty Alliance for outstanding sales production every year since 1991.
- Since 2005, recipient of the Diamond Number 1 Expert Credential Program reserved for Top Producing Agents who achieve annual sales volume or a minimum of 125 transactions during one twelve-month period.
- Recipient of the Certified Luxury Home Marketing Specialist designation from the Institute in recognition of attaining knowledge, experience and expertise in the fine home and estate market. The designation has been awarded every year since 2004.
- Member of the Institute for Luxury Home Marketing and the Million Dollar Guild since 2004.



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REAL ESTATE ACHIEVEMENTS

- Recipient of the 2006 Good Neighbor Award in recognition of service and support to the community presented by the New Castle County Board of Realtors and the Delaware Association of Realtors.
- 2005 - National award for Community Service presented by the Luxury Conclave at their national symposium held in San Antonio, Texas, 2005 - *event was sponsored by the Wall Street Journal.*
- 1999 - 2001, Jan was invited to speak and teach at international conferences held in Christ Church, New Zealand, and Bali, Indonesia.
- In 2000, Jan was honored to appear as a key note speaker at the Australian National Real Estate convention. Over 1700 real estate agents were in attendance.
- 2003 - 2007, Appeared semi-annually/annually, as guest speaker and trainer for Allen Tate Realtors, Charlotte, North Carolina.
- In 1996, Jan was chosen by national real estate speaker/trainer, Howard Brinton, as a STAR POWER “Star”, in recognition of being one of the top producing agents in the country.
- 1997 - 2005, Served as a Faculty Member/Instructor - STAR POWER University, a national program designed to provide advanced training and education for real estate agents. During this time period, Jan spoke at conferences and seminars throughout the nation.
- 2015 - Recipient of the Mel Stout Ethics Award, bestowed by the New Castle County Board of Realtors to recognize the individual who honors the memory of Mel Stout and the Code of Ethics, a course he taught for the NCCBOR for over 25 years.



Real Estate Conference in Sydney.



Charitable Contributions:

- 2002 - 2007 - President of the Board of “*People Helping People*” Annual Golf Tournament.
- Organizer of the “*People Helping People*” Annual Golf Tournament event. Jan Patrick conducted the event in partnership with Charles Wilkinson, Wilkinson Builders, and William E. Ward, Ward and Taylor, for the purpose of benefiting local charities (Juvenile Diabetes Research Foundation, Ministry of Caring and the Nemours Cochlear Implant Program at the A. I. duPont Hospital for children). Over \$300,000 was raised in the six years of the annual event from 2002 - 2007.
- Jan Patrick has been a major sponsor and financial contributor of Junior Achievement of Delaware.

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A Commitment to Excellence in Real Estate Services!

Our clients are the most important people who call or visit us.

They are not dependent on us.

We are dependent on them.

They are not an interruption to our work.

They are the purpose of it.

They are not outsiders to our business.

They are part of it.

We are not doing them a favor by serving them.

They are doing us a favor by giving us an opportunity to do so.

(Taken from a quote by Mahatma Gandhi)

Team Patrick Mission Statement

“Our mission is to exceed our client’s expectations by providing excellence in real estate services, conducting our business with professionalism, honesty and integrity, using our combined knowledge, expertise, talents and skills to achieve our clients’ real estate goals.”

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