

# homes.

columbiatribune.com

SECTION



COLUMBIA DAILY  
TRIBUNE

## AGENT SPOTLIGHT

**Lisa Meyer**

**MEYERWORKS LLC**

(573) 489-0919 • meyerworks.com

### What do you like best about living and working in the Columbia area?

Everything. It's aesthetically attractive and the spirit of this community is incredible. There are so many wonderful people and I enjoy being a member of Downtown Toastmasters, Columbia Rotary Northwest and eating at various establishments from the casual slice at Shake's, Big Daddy's BBQ or a burger at Billiards, to more elegant dining at the Wine Street Bistro or University Club.

### In what part of town (or the area) do you live now? What do you like most about your neighborhood?

Northwest in Vanderveen subdivision. I love Bear Creek Trail. We live in the back of the subdivision so we are only a few blocks from BCT where my husband, Jim, our three dogs and I run in the morning. Our location is close to everything and we have great neighbors to boot.

### What do you enjoy doing when you are not working?

Riding bicycles to and from Rocheport, taking long walks with our pups on Bear Creek Trail and Rhett's run, reading non-fiction, and going to movies.

### How long have you worked in real estate? Why did you start?

Over 10 years ago. I knew for a long time I wanted to go into business but I didn't know what type of business. I was encouraged to consider real estate. After doing some soul searching and career testing (Myers-Briggs, Birkman), I decided to move forward and make it a career.

### What is your specialty? Why do you like it?

Professionally guiding buyers and sellers with either buying or selling residential property. A relationship-driven career is a lifestyle. So many of my clients become friends, and I'm grateful for our many friends and referral partners.

### What do your clients say they like best about working with you?

While my husband and I remain in the top 20 percent of all agents in the Columbia Board of Realtors, I give our clients the credit for this because last year over 70 percent of our business was repeat and referral and this year over 90 percent of our business is repeat or referral. Many of our clients have taken the time to review us and you can read their comments via MeyerWorks.com and see client reviews.

### What designations do you have?

Associate Broker-Owner license, Competent Communicator Award and Competent Leader Award from Toastmasters International, Certified Residential Specialist, Seller Representative Specialist and Accredited Buyer Representative.

### What does that mean for the people you work with?

Top notch, knock-your-socks-off service. I firmly believe that focused improvement is continuous. I plan to attend the National Association of Realtors Conference in November to stay on top of what's new in the industry, and have taken several master level courses at University of Missouri for my own professional and personal enhancement.

### What is the most challenging (or gratifying) aspect of what you do?

Helping clients meet their real estate goals is gratifying. I am a fearless negotiator coupled with diplomacy and tact.

### What is the best advice you have for someone looking to buy or sell a home right now?

It's never too early to plan.



Lisa and George Carney after being named Columbia Rotary Northwest's Rookie Rotarian of the Year and Rotarian of the Year.



Lisa and her husband Jim walking their three dogs.



Lisa and her husband, Jim, after she proposed him as a member of Columbia Rotary Northwest.