

Being Particular Pays Off

Robin Sue Kaiserman receives Barrington Long Lifetime Achievement Award April 19, 2012

(Tucson, AZ) Robin Sue Kaiserman was recently bestowed the Barrington L. Long Lifetime Achievement Award for her outstanding service and impact on real estate in the community.

This special award is presented annually to a Long Realty Sales Associate whose professional experience and accomplishments have made a significant and lasting impact on the field of real estate, and whose life and character have earned the respect and admiration of their professional peers and pioneering spirit and leadership have repeatedly inspired others to excel.

Kaiserman has been a REALTOR® for over 25 years and has achieved the highest level of performance in her profession. Her success is due in large part to her unwavering commitment to excellence and always being particular on the details of every home she lists.

“Being picky pays off, meaning that I do not take every listing that comes my way. I have 4 criteria that I use to take a listing. I have to like the house, agree on a price with the seller, the seller needs to do the things I suggest to make the house look better and finally I need to like the seller as a person so that there is mutual trust and understanding during a transaction,” Kaiserman said.

It is this unwavering attention to detail, and her dedication to growing her business that has made her so successful. She was the first REALTOR® in Tucson to reach \$10 million in sales, then \$20 million, then \$30 million, then \$40 and \$50 and \$60 million in sales.

Her success is also due in large part to her innovation and use of cutting edge methods, as well as her dedication to her community, family, her clients and peers.

“Robin’s real estate career is an exceptional example of hard work, innovation and self-sufficiency,” said Rosey Koberlein, CEO of Long Companies. “Her commitments to the real estate profession and to this community are a testament to her dedication to this business and to her family, and we are honored to recognize her.”

The Award is named after Barrington Long (1922-1928), president and owner of Long Realty Company from 1952 to 1980, and son of Long Realty’s Founder Roy H. Long. Barrington was a life-long resident of Tucson and was a strong and visible community leader and successful businessman and highly respected for living life to the fullest, being a compassionate leader and patriotic American, for building rapport and trust among people, and for loving the real estate business.

For more information about Robin Sue Kaiserman visit her website at www.robinsue.com or contact her at robinsue@robinsue.com or phone 520-918-5411.