

# TOP AGENT MAGAZINE

## MARY TORGERSON DELALEURS



Getting into real estate just made sense for Mary Torgerson DeLaLeurs. She literally fell in love with the business after starting out as a leasing agent in the mid-90s. She became a real estate agent and realized her dream of owning her own brokerage.

Based on the acronym she lives by professionally, “Together Optimizing Results and Growth,” she founded TORG Realty, Inc. Opening the doors to her own firm in Lisle, Ill., in Feb 2016, she currently works with an assistant and is now ready to take on agents as part of her business. The time is right for her to grow her business which has a resounding 80 percent repeat and referral business. “Now is the time to hire on agents,” she says. “Every year I reassess my business and see what worked and didn’t work and go from there. I’m ready for growth.”

Serving the Western suburbs of Illinois for over 20 years, Torgerson DeLaLeurs knows it is her level of service that keeps her business increasing and growing each year. She gives each client a personalized approach and communicates with them in a way that makes them feel comfortable and welcomed. She definitely goes above and beyond when it comes to her clients as she takes matters into her own hands whenever there is a problem. “I don’t just sit there,” she says. “I find out what’s going on.” It is this persistence that has paid off for Torgerson DeLaLeurs as she is able to help her clients with anything they need and has earned their appreciation and business referrals as a result.

To keep in touch with her clients, Torgerson DeLaLeurs uses a variety of techniques such as regular email blasts, postcards throughout the year, and holiday gifts as a way to say thanks for their business. Her cheerful attitude and determination are what her clients love about her as she is always there to give them that boost they need when there is a problem and things aren’t going right. “We have to focus on the positive – not all the negative,” she says. “When there’s a setback, I coach them through how to move forward whether I’m on the buyer or seller side.” This positive spirit coupled with Torgerson DeLaLeurs’ ability to thoroughly market a listing, can get a house sold at the right price quickly. She uses professional photography at all of her listings and gives her professional opinion to her sellers on what they need to do to realize the sale price they are

looking for. This increases their chance for a sale and can really make the difference in what type of buyer is interested in their property.

For Torgerson DeLaLeurs, the love of real estate comes easy as no two days are ever the same and there is never a chance of getting bored or complacent. “There’s always something new,” she says. “Even though I’ve been in the business for many years, I still learn things as I go every single day.” Adding to this adventure is Torgerson DeLaLeurs’ participation in the Lisle Area Chamber of Commerce. As a member, she helps out with several of their events as a volunteer which allows her to get involved with the community and make an impact. When she isn’t helping her clients sell their house or buy a new home, she spends her time with her friends and family. In her free time, you’ll most likely find her hosting a gathering of sorts as she loves to play the host to everyone in her life.



For more information about Mary Torgerson DeLaLeurs, visit [torgrealtyinc.com](http://torgrealtyinc.com), call 630-816-6969, or email [marytorgrealty@gmail.com](mailto:marytorgrealty@gmail.com)