

Castles By The Sea welcomes Jana Nicole Jeansonne



When Jana Nicole Jeansonne was offered the opportunity to further her career with Castles By The Sea Real Estate, she jumped at it.

"The image of the company, the marketing of the company, is excellent," says Jeansonne, a Realtor with several years' experience in sales. "The people here want to work hard. They have a drive to go somewhere, and they work hard to get there.

Jeansonne joined the real estate field after working for 15 years in the cruise industry. Her work as a cruise director brought her into contact with people of some 150 nationalities - "people from everywhere in the world," she says. A native of the Czech Republic, she speaks four languages besides her native tongue: English, Russian, German and Slovak.

All of that should spell success for both Jeansonne and Castles, where company founder David L. Rhoten II has set his sights on the International market. Jeansonne has a unique knowledge of the needs of international clientele. Her cruise industry experience has taught her how to assess the needs of such cosmopolitan customers, and how to quickly meet those needs.

Jeansonne didn't come to Castles directly from the cruise industry; she learned the basics at another firm, but always with the hope of joining the company that has quickly risen to the top of Florida's luxury real estate market.

The career change wasn't a major adjustment for Jeansonne, who sees both professions simply as extensions of the service industry. Both involve assessing the customer's needs and knowing how to meet them.

"You have to know what the customer wants and needs," she explains. Knowing how to make that assessment has resulted in remarkable sales for the petite, soft-spoken Realtor.

"I sold one property in three hours," she says, in an offhand tone that suggests she's used to such success. "Another one sold in 13 days."

Jeansonne looks forward to meeting new goals at Castles, where she finds unparalleled marketing and advertising support as well as a work atmosphere that's both friendly and inspiring.

"I always knew I would go for the luxury properties," Jeansonne says, "and Castles seems to be the best at that. I made the right choice with Castles By The Sea, Inc."

Castles By The Sea Real Estate Inc. is a luxury real estate company with offices in the southeast Florida counties of Martin, Palm Beach and Broward. Its newest division, Castles On the Green, specializes in the marketing and sale of properties found in the country club communities, historic areas and other desirable neighborhoods. In September 1999, the company will open Castles By The Green, specializing in the country club communities of southwestern Palm Beach County.

The company's web site can be accessed at www.castlesbythesea.com. For more information, call 561-347-2929.