

Gulfport, Mississippi REALTOR® Margie McFarland Acquires Military Relocation Professional (MRP) Certification

When Military Staff And Their Families Relocate, The Service Of A Real Estate Professional Who Understands Their Needs Is Essential

GULFPORT, MISSISSIPPI, USA, February 3, 2015 /EINPresswire.com/ -- Margie McFarland, Realtor®/Broker and owner of The Real Estate Marketplace, is thrilled to have received her MRP Certification. "I have worked with the Military in many capacities," she says, "And I enjoy every minute of it because they are excellent to work with. I find that Military families are very responsible and appreciative of what I do, so attaining my Military Relocation Professional Certification provided me with additional education and knowledge to help me assist our service members in all capacities."



A native of Kosciusko, Mississippi, Margie attended Holmes County Junior College to study business. From there she moved to Oxford, MS, where she evaluated houses for both the City and County of Oxford for tax purposes. This experience was the beginning of her desire to one day become a Realtor® and own her own business.

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Other work-related opportunities that helped prepare Margie to become one of the most successful and respected Realtors in Mississippi include working at a bank in Public Relations where she went to hotels, motels and apartments to capture business for the bank, being a professional fundraiser for the March of Dimes and many other organizations, and teaching mentally and physically handicapped adults how to transition

from school to independent living in their own homes.

After moving to the Mississippi Gulf Coast, “A friend of mine in real estate encouraged me and I knew that was what I should be doing,” she recalled. “I started taking classes and became a full-time real estate agent in 1993. It was actually a terrific time to get started because the Mississippi Coast casinos started booming and there were plenty of people looking to buy homes.”

There was also a lot of military relocation in her area due to the proximity of Keesler Air Force Base in Biloxi and the Naval Construction Battalion Center in Gulfport. In fact, her husband John is the Chairman and Master of Ceremonies at the annual "Salute to the Military" event where all branches of the Military come together for an exciting evening of fun and celebration. Special guests include the Governor of Mississippi, Senators, Congressmen and members of the Joint Chiefs of Staff. "We have such a wonderful connection with the Military here" says Margie, "We get to mix and mingle with them and let them know how deeply we appreciate their service to our country and our community."



Margie also credits her family for her success. "I have the most supportive family in the world. My siblings are so proud of what I do and are so encouraging. My husband and son step up to the plate when I have to work late and comfort me when things get tough. My sisters give me referrals all the way on the other side of the State. I couldn't imagine a better support team."

Margie operates her own business now as the Broker/Owner at The Real Estate Market Place. Inc. and has a wonderful group of people working with her. "I wanted Agents to be treated the way they should be treated" she says, "It's easy to forget how hard Agents work for their clients. We don't work 9 to 5. We have an obligation to our clients and we will do anything we can to make their experience with us a successful one. I wanted to train my Agents one-on-one in the art of listening, the art of patience and, especially, knowing what their clients want."

Margie is also bringing her husband John, recently retired from 42 years in newspaper marketing and interactive media, and her son Chris, with years of retail sales and filmmaking experience, into the family business. They are currently preparing to get their Real Estate licenses.

Margie has two other Agents in the office who have their Military Relocation Professional (MRP) Certifications, Cindy Pritchard and Jean Simms. Margie is also very excited to be able to get more of her Agents into the MRP classes once they become available and to get the word out about it. "You have to be proactive in this business." She says, "You can't sit around and expect business to come to you. You have to go out there and get it. I tell my Agents to not get discouraged because it's well worth the effort when you see how pleased your customers are when you are the one who sold them the house that they fell in love with."

Margie is a past President of the Mississippi Gulf Coast Association of Realtors, past President of the Mississippi Gulf Coast MLS, MARPAC Trustee for the State Association of Realtors, member of the Chamber of Commerce, past Realtor of the Year, and inducted into the MARPAC Hall of Fame. She currently serves on Local and State committees for Realtor associations, she is a member of National Business Women's Association, and a member of the local chapter of Lighthouse Professional Women.

For more information about Margie McFarland, please visit these websites:

<http://militaryfriendlyagents.com/margieamcfarland>

<http://www.zillowpress.com/margiemcfarland/about-me/>

http://mvarep.org/profile/MargieMcFarland?xg_source=profiles_memberList

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