

ORLANDO

REAL PRODUCERS[®]

INFORMING AND INSPIRING REAL ESTATE AGENTS



Jean
Gillen

RISING STAR:
Chris Winn

Sponsor Spotlight: Oakley Signs & Graphics

Pictures from Masterclass Orlando Session 7

Recap of the Top Agent Dinner Boat Cruise

"Pre-Contract Communication" by Jeff Kaplan

...and articles from Josh Pies & John Ruhlin

TOP 200
Agent Rankings

JANUARY 2019

Jean Gillen



By Jacob Cabezudo
Photography By: Ryan Keller w/ Video Luxury

The real estate industry in Orlando has few that rival the expertise and stature as Jean Gillen. Her over 40 years of experience along with her creativity and business acumen have brought her great achievements year-in and year-out.



From the get-go, she had an unmatched business savvy. Prior to real estate, she owned concessions on cruise ships and ran casinos. Then in 1979, a good friend of hers who happened to be a very successful realtor told her to pursue real estate. That same year, she got her license.

Work ethic has been a driving factor in Jean's success and production. "If I have to work from four o'clock in the morning to ten o'clock at night, I'll do it." With that dedication, Jean has created quite the flourishing business. In 2017, her sales volume was around \$40 million with an average of \$200,000 per sale.

Jean emphasizes an active and healthy lifestyle. Working out and eating right keeps her right. "You



have to have a lot of energy. You're not going to have a lot of energy if you sit down and watch TV. The more you do, the more energy you're going to have." This worker mindset carries over to her real estate business.

"I like to work," she says. "I think when you succeed and you're making money, you'll like it. You have to find your niche." Being unique in who she is and how she does things has made her flourish in the long term.

The volume of Jean's work surpasses most every other realtor. Not many can say that they sold 150 houses in a given year. She credits her creativity to how she can handle that workload.



Thinking outside the box and finding a way are two aspects of her creativity that Jean has mastered with her experience. "If everybody did it the same way, I don't think you'd be terrifically successful."

Jean created Gillen and Associates in 2003. She does not have a team. No assistants. No coordinators. Just her and two agents, Cynthia Weclaw, her daughter-in-law, and Vara Schuler. Together at Gillen and Associates, they create a smooth and excellent experience for their clients. "It's exciting. No day is the same as another."

"One thing that I can say that every person should do before they do anything else is learn how to finish something," Jean suggests. "It doesn't haven't to be perfect. But as well as you can and finish it."

In what has truly become a family trade, Jean has inspired her loved ones with her astonishing productivity and success. Her older son, Tommy, owns Realty Medics, and her younger son, Stevie, is a CPA and is a CFO of a company. She and her close-knit family enjoy at least one trip per year and spend a great deal of time together.

With 38 years of experience, Jean Gillen has made the most of her business talents and outgoing personality to become one of the biggest brokers in the Orlando area. While her business goals are to always improve, Jean has found her truest form of success: Being content with life.

JEAN GILLEN

GILLEN AND ASSOCIATES

915 BONITA DR.,
WINTER PARK, FL 32789

CELL: 321-947-0912 FAX:407-287-4029