



# ABBY TERPSTRA , CPM

Senior Property Manager

## SCOPE OF SERVICE EXPERIENCE

Abby joined NAI Wisinski of West Michigan in 2004 as a receptionist, staying involved in property management while attending Calvin College from 2005 to 2009.

She received her real estate license in the fall of 2009 and joined the property management team of NAI Wisinski in November 2009. Abby enjoys working at NAI because of the variety of landlords and tenants she works with.

Since every investment is different, Abby gets to know the owner in order to work effectively and efficiently. She believes a successful property manager must be organized, dedicated to the relationship between the owner and the tenants, easily accessible, and committed to maximizing each property's investment potential.

## What is a Certified Property Manager (CPM)?

Receiving the (CPM) Designation is the equivalent to receiving a Masters Degree in property management. The following is a highlight of the requirements.

- Education - through IREM courses or other organizations
- Experience - minimum of 36 months of qualifying real estate management experience
- Ethics - promise to uphold the IREM Code of Professional Ethics and pass the IREM ethics course.
- Examination - show competency in all aspects of real estate management by passing a certification exam. Demonstrate the application of all that has been learned on the job and in the classroom through a written management plan

## CLIENT TESTIMONIALS

Abby works diligently to maintain a very high rental percentage in all J & P Properties and maintains a very professional and courteous attitude with tenants and J & P Development.”

- J & P Development

“In all of our business transactions with NAI, Abby has always operated in a professional and courteous manner with her building and their tenants. I would recommend Abby to anyone considering hiring NAI for their property management needs.”

- William J Ritsema

Principal, RDR Properties

## PROFESSIONAL AFFILIATIONS

Commercial Alliance of Realtors (CAR)  
Michigan Commercial Alliance of Realtors (MiCAR)  
National Association of Realtors (NAR)

## COMMUNITY INVOLVEMENT

Numerous trips to Guatemala, Philippines, Africa, Canada, and Europe

Caledonia Christian Reformed Church  
GEMS Leader  
Nursery Leader

YCMA  
Building Property Committee

## EDUCATION

Calvin College, Grand Rapids, MI

- Bachelors in Social Sciences

Holloway's Institute

- Real Estate Studies Abroad