



SARA HULSEBUS

*Regional Account Manager
Greater Illinois Title*

Essayist and poet Ralph Waldo Emerson once wrote, "Life is a journey, not a destination." Sara Hulsebus holds true to that philosophy when she says, "What resonates most with me are the relationships I build during the journey of working with clients to meet their title, escrow and closing needs. Nothing brings me greater satisfaction than helping them to facilitate a particularly tough transaction from contract to closing." Her commitment to ensuring that mortgage brokers, attorneys, developers, builders, contractors and banks overcome roadblocks in their real estate transactions is her greatest professional joy. "Adding value and being of service are of the utmost importance to me."

As a former loan officer who is now a specialist in title insurance, Hulsebus counts herself fortunate to have formed the kinds of alliances and friendships that she has established over the years. Her role as an account executive enables her to broaden her network in real estate and further build her coalition of colleagues. "My personality allows me to establish trust with people, and I'm able to 'walk the walk' rather than just 'talk the talk' to demonstrate that I'm a reliable ally," she explains. Hulsebus does just that by making clear that she will do whatever it takes to close a transaction, including making herself available 24 hours a day, seven days a week.

In addition to the inspiration she derives from establishing and nurturing relationships, Hulsebus appreciates that her career enables her to educate her partners about new laws and regulations so that they, too, are knowledgeable about changes in the title industry. As a result, theirs becomes a mutually beneficial collaboration.

Hulsebus, who serves as the 2015 Secretary of the Chicago Chapter of the Women's Council of Realtors as well as participates in the Real Estate Finance Forum and National Real Estate Investors Association, is still on her journey to help people by doing what she does best. A consummate professional, she says, "Bottom line, I love people and I love helping to make someone's dream come true to bring them happiness. That's what I'm all about at the end of the day."