



2016 *WHO'S WHO* *IN ATLANTA RESIDENTIAL REAL ESTATE*

Toni ITKIN

In 1992, Toni Itkin won the Buckhead Brokers Rookie of the Year award, and kicked off a now decades-long career in real estate that has seen her rank in the top 1 percent of Coldwell Banker agents worldwide and qualify for the Multi-Million Dollar Club for more than 20 consecutive years, earning her the coveted Crystal Phoenix award. Itkin is a Certified Relocation Specialist and a Previews Luxury Homes Specialist for Coldwell Banker Residential Brokerage. She's dedicated and motivated, and steers both her personal and professional life with three guiding principles: "Always do the right thing. Be kind. Have more fun more often!"

Itkin identifies her professional trademark as good, open and constant communication, which, she says, was battle tested during her time as a flight attendant with Eastern Airlines, her first career immediately after college. The experience taught her to think on her feet while fielding questions and complaints from a variety of personalities in an even wider variety of situations – some you'd expect, she says, and some you could have never have dreamed of. It was a lot like real estate, she says, because whether the client is buying or selling, the ultimate goal is to remove as much stress as possible from the process. "I strive for clients to be happy and for them to feel I have done the best job in achieving their real estate goals," Itkin says.

For more than 20 years now, Itkin has been a reliable source of real estate support for many in the Atlanta area. She's worked with move-up and downsizing buyers and sellers; she's sold multiple homes to the same clients; she's even recently started helping the children of clients buy their first homes. And as a solo practitioner, when clients reach out – whether by phone, text, or email – they know they have her full attention. "If they hire me, they get me, not an assistant," she says. "I thoroughly enjoy going through every step hand in hand with my clients, and that way we avoid miscommunication."

Itkin enjoys spending time with her husband, friends and pets, as well as working out. But at the top of her leisure list are traveling and golf. She also volunteers her time to animal-related causes, working at rescues, raising money or helping them find their forever homes.

TONI ITKIN

REALTOR

COLDWELL BANKER RESIDENTIAL BROKERAGE

