



came to make the transition from her attorney practice in 2000, Karen went all in. Armed with her legal background and a strong network of clients who already trusted her advocacy and attention to detail, she stepped into real estate sales with both confidence and a willingness to learn.

And this had a welcome and not entirely unexpected benefit.

"I've been able to meet interesting people from all walks of life and all over the globe," she adds, "An ongoing experience I enjoy fully."

An Advantage You Can't Teach

An important connection helped guide that next step. A trusted Realtor and fellow attorney Tom Campbell encouraged her to interview at what is now Premier Sotheby's International Realty. That introduction to a top firm proved to be a pivotal one.

There she was welcomed by his colleagues, including Ruth Trettis, widely regarded as the "First Lady of Naples Real Estate." Karen quickly found herself learning from the very best while working at that brokerage for a decade.

"Ruth was so warm and welcoming!" Karen acknowledges. "She said I would receive lots of advice as a new agent, and she offered her own: 'Be true to yourself and the right clients will come.' I've never forgotten that and I'm so grateful to have built a relationship with her over the years."

From day one, Karen's legal training quickly set her apart.

"My background provided me with a focus on anticipating rather than reacting to potential issues," she explains. "Sometimes, that means telling people what they need to know and not always what they want to hear, and doing this in a meaningful and thoughtful way."

That proactive, yet tactful mindset is paired with a level of accessibility that clients consistently appreciate, something Karen admits has become part of her secret sauce.

"When someone calls, I actually answer my phone if I can," she says with a laugh. "People are often embarking on a significant financial transaction, and it makes no sense to delay in responding if I'm otherwise available. And I feel the same if a fellow agent calls me."

Beyond responsiveness, Karen's longevity in Naples gives her an informed perspective that few can match. Having lived in the area since 1994, she brings both historical context and current insight to every conversation.

"I'd like to think of myself as a heartfelt Naples cheerleader who has hyper-local expertise," she smiles. "I love what I do, and I want that to be reflected in every interaction."

Relationships Lead the Way

While Karen's career has been rooted in impact rather than numbers, her results speak for themselves. Last year alone, she

