



Carroll Career Discovery Program

**PASSING THE TORCH
ALUMNI SPEAKER SERIES**

Myrna (Fisher) Gazzero
CHS Class of 1981

Realtor, Coldwell Banker Heritage
Former Researcher, Case Western Univ.

Mrs. Gazzero worked in the Medical Technology field for five years prior to having children. She worked and put her husband through dental school. He received free tuition since she worked as a researcher at Case Western University. Myrna also worked part-time at University Hospitals of Cleveland's Hematology lab. She now has three grown kids, but when they were young, she stayed home with them and held a large variety of volunteer positions. That has proven very helpful to her as a Realtor since she now knows so many people.

Myrna has been a Realtor since 2016 and she has been quite successful. Her first year, she was awarded Rookie of the Year for her office and she has made the top 60 of her company out of over 500 local agents ever since. As a Realtor, she helps people find an appropriate home they want to purchase either for themselves or as an investment. She helps them look for potential maintenance and safety issues, assists in determining price and terms to offer, and negotiates on their behalf. After their offer is accepted, she guides them through inspections, repairs, and appraisal of the home. She is the middle person between buyers, the listing agent, the lender, and the title company.

Myrna also works with people who want to sell their home or the home of someone they represent, such as an elderly or deceased parent. She offers advice on how to prepare the home for sale, recommends a sale price, schedules a photographer, and guides them through the paperwork and market process.

Myrna also gives advice on anything related to real estate such as property tax assessments, investing in real estate and current market conditions. Realtors only receive payment when a sale closes, and their commission is 3% of the price of the home. Out of this 3%, the broker takes their cut which is as high as 40% for a new agent. There are also monthly MLS fees, insurance costs and annual dues that amount to about \$230 per month. Realtors also pay for advertising, photography, continuing education, co-worker coverage if they take vacation, and medical insurance. In order to be successful, realtors must be self-motivated, organized, level-headed, know how to get along with people and ease their fears, and be available. This means responding to calls and emails, working evenings and weekends along with normal business hours. The harder realtors work, the more successful they can be.

Myrna has wonderful memories of Carroll, especially those related to marching band. She made many lifelong friends at Carroll and Immaculate Conception. Carroll prepared her well for college and life in general. She told her kids they could choose any college they could afford, but their high school was Carroll! She did not get any arguments from them and they all loved Carroll as well.

Education

- Bachelor Degree (Medical Technology): University of Dayton

Are you interested in a career in **real estate or medical technology?**
Get your questions answered!

**When: Tuesday,
February 20, 2024**

**11:15 am-12:15 pm
(during 4th period)**

Where: Room 310

**Stop in at the CLC to
register or email
mleaman@carrollhs.org
or jweitz@carrollhs.org**

**Be sure to pack or buy
lunch and feel free to
bring it with you to eat
during the presentation!**

**This is considered an
excused absence
from class.**

Hope to see you there!