

## AGENT PROFILE *Dawn Kaam*

# Honoring commitment to clients

**D**awn Kaam feels like she has been a Realtor all her life. In previous employment settings, she said she found the ultimate satisfaction in serving, empowering and mentoring at the one-on-one level.

“So, real estate was a natural calling. I brought my love of service and a variety of skills to a focus as a realtor in 2011, and it’s been an exciting and successful six and a half years. “

What sets her apart from others in this business is that she came from professional roles where she had to produce measurable financial results for clients; where she organized large-scale events, and where she constantly delivered effective communication to broad audiences, Kaam said.

“One thing I learned was that the big picture is built from small, complete acts of service. When I transferred these skills and attitudes to my role as a Realtor, they immediately yielded success.”

Clients see the agent as someone who is consistent and transparent, who empowers them with information and resources without overwhelming them, and who honors commitments and produces outcomes beyond expectations.

Having coordinated high-profile events with more than 100,000 attendees and managed budgets up to \$10 million, Kaam is really in her element at William Pitt Sotheby’s International Realty.

She serves residential buyers and sellers, and is uniquely positioned to support buyers who seeking to relocate, including international purchasers. She finds her target market is regional, with global connec-



**Business:** William Pitt Sotheby’s International Realty

**Lives:** Fairfield County

**Office:** Wilton

**Expertise:** Relocation, residential properties

**Contact:** [dkaam@williampitt.com](mailto:dkaam@williampitt.com) or (917) 297 6430 (cell)

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tions, and adapts to client needs. Each client and each sale expands my skills and my resources. That’s something I always anticipate and enjoy.

She and her husband, Alain, have been married for 27 years and Connecticut residents for more than 10.

Cooking, golfing, travel, art collecting, antiques, volunteering and supporting the arts top the list of things Kaam does to maintain balance and connection. Near and dear to her are her work and connections to the American Orchid Society and The Junior League. She also serves as a Board Member of the Cultural Alliance of Western Connecticut.