

TOP AGENT MAGAZINE

THE JILLS twice the selling power

The Jills with Coldwell Banker Residential Real Estate in Miami Beach, Florida, offer clients the power of two.

“We advertise the power of two and it’s not just an advertisement,” says Jill Eber, one of the Jills in the partnership. “Our clients really do get the power of two.”

Jill Eber and Jill Hertzberg teamed up 17 years ago to provide clients with great service, but it is their own personal drives that keep them together. This passion for their work gives them an edge when partnering in business and providing the power of two for their clients, which assures nothing falls through the cracks.

“When one of us can’t be there the other one is there. We have a unique and wonderful situation between the two of us,” according to Eber.

The Jills are also devoted to constantly learning more through professional development and discovering ways to better service their clients.

“You can’t be partners for as long as we have if we didn’t have the same drive and work ethic,” Eber says. “We are passionate about our business and always looking for ways to move forward.”

For the Jills, satisfying clients means not only providing them with recommendations for hotels, restaurants, housecleaning services and more, but it also means being aware of what they need to be working on next.

“We are really service-oriented. We want to do the very best for the people we represent, whether it be a buyer or a seller,” Eber says.

“I think our extensive knowledge, expertise and desire are what people want,” Jill Hertzberg says. “For example, we recently sold a house for almost \$20 million and it felt

great to accomplish what both the buyer and seller wanted. We were so happy but knew that we had to look ahead to the next clients and what we could do for them.”



Both Jill Eber and Jill Hertzberg grew up in the Miami Beach area and have true appreciation for the culture of the region. “Jill and I have extensive knowledge of the area. It’s a dynamic, interesting, and fun city,” says Jill Hertzberg. “When someone comes into town to buy, we make it happen whether or not a property is on the market or not.”

Teaming up not only helps clients, but it makes weathering the tough years, including 2009-2010, easier for The Jills. “We have fun together, we can celebrate and we can cry together,” says Jill Eber. “There are a lot of highs and lows (“and oh’s,” interjects Jill Hertzberg), but when there are problems, we have each other.”

The Jills are seeing a much better year with more than \$180 million in closings so far in 2011. They attribute a lot of their success to their team. “We have incredible people on our team. They are our support and without them we wouldn’t be able to do what we do,” says Jill Hertzberg. “We are like astronauts in space and our team is like ‘Houston Control Center.’”

With their team and the “power of two,” there is no stopping The Jills. “Whatever our clients need, we try our best to help out,” says Jill Hertzberg. “There’s no task too small and none too big. We’re not just about real estate, we’re about making their lives easier.”

Jill Eber & Jill Hertzberg

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