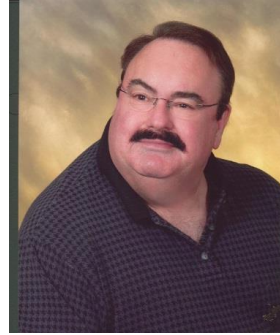




NATIONAL  
ASSOCIATION of  
REALTORS®



## **Outstanding Service Award**

An SRES® Outstanding Service Award recipient must have shown extraordinary performance and presence in their respective community; demonstrated that they are a source of knowledge and expertise in working with the senior market; and must have shown exceptional principles and furtherance of the principles of good practice among REALTORS® and the 50+ market

### **John “Skip” Frenzel, CRS, GRI, SRES®**

*Agape Real Estate, Campbell, CA*

John “Skip” Frenzel now focuses exclusively on the senior market. His brokerage, Agape Real Estate, operates strictly on a referral basis, with Frenzel concentrating his efforts on teaching other agents how to cultivate more business with seniors. In addition to teaching the SRES® designation course, he has developed numerous other senior-oriented educational tools and workshops. Frenzel is also a Certified Financial Planner® licensed to sell Long Term Care Insurance and a Certified Senior Advisor®—extensive and specialized training that allows him to address seniors’ financial planning issues in greater depth. An active volunteer, Frenzel serves on his church’s Senior Ministries Committee and several community committees supporting seniors’ interests.