

COLUMBUS

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INFORMING AND INSPIRING REAL ESTATE AGENTS



**MARY CAMPBELL  
STAEBLER,  
COLDWELL BANKER  
KING THOMPSON**

▶▶ real producer



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*Chapter Two:  
Your Home, My Promise*

By Carol Rich  
Photos by Kent Smith Photography

REALTOR®

Mary Campbell Staebler taught high school English for 33 years, and it was through that career that she learned how to inspire people, provide them with information and help them with their goals and dreams.

Campbell Staebler spent 13 of those years working simultaneously as a teacher and REALTOR®, and she even made Coldwell Banker King Thompson's "Top Ten" designation for the central Ohio area while she was still in the classroom.

Her career as a teacher was fulfilling; she was voted "Teacher of the Year" for Westerville Schools, named a Martha Holden Jennings Scholar and helped design and implement the Advanced Placement Language, Composition and Shakespeare course for the district. Ultimately, Campbell Staebler was ready to step off to a new challenge.

With that teacher mentality of service and education, she seamlessly transitioned into a second, highly successful career as a real estate agent. Campbell Staebler cites her talented mentor, Jerry White with Coldwell Banker King Thompson, as someone who showed her the ropes. And, like any good teacher, she pays it forward.

"I am mentoring a young agent now," Campbell Staebler said, "and as is always the case, the student becomes the teacher. I have gained so much knowledge from her as well! Being open to what she has to teach me is inspiring, and being a lifelong learner is my goal. As an agent, if you aren't incorporating new ideas, your business will stagnate."



Even today, Campbell Staebler uses a lot of her teaching skills in her current role. She guides clients through the buying and selling process, helps interpret the information and aids customers in making smart decisions in regard to their transaction.

"At the end of the transaction, I want my clients to feel that they got the best service and care," Campbell Staebler said. "I work to be efficient with my methods – checklists, detailed notes and timelines. Assisting people ease the transition through a variety of stages in life calls for differing approaches, too. Sometimes people move for joyous reasons and we have a lot of fun, and other times the move takes a tender hand with a caring heart."

She knows, ultimately, it's about relationships.

"Commitment to and compassion for people when the unexpected pops up are hallmarks of a strong agent. It's about that loyalty that the agent and client develop with one another – that's really important to me," Campbell Staebler said.

Campbell Staebler loves working with clients, and she also relishes in the preparation of her listings.

"I'm a freak for preparing my listings," Campbell Staebler said. She has even taught classes on preparing properties for sale and has been featured on television for her skills.

"I have an excellent stager who comes in and gives my clients a consultation, but I'm the hands-on girl who adds accessories and final touches."

Of course, true to her English teacher roots, Campbell Staebler said that she loves to creatively describe homes.

"There are certain words and phrases that I love to use," Campbell Staebler said. "I do see the writing as part of my craft."

When she isn't working, Campbell Staebler enjoys time with her large and loving family, including her husband Bill, a broker working in management for a real estate investment company. "Bill provides adven-

ture, balance and support for me in this warp-speed business. He is our travel planner, my guru and coach and my biggest cheerleader," she said.

Another way that Campbell Staebler unwinds is through reading. "I have my nose in a book all the time," Campbell Staebler said. "It is my biggest de-stressor. I read to learn, but also to be entertained and to relax."

When Campbell Staebler returns from a much-deserved respite, she puts her heart into her work.

"You have to care for people in this process," she said. "Seeking shelter is one of the most basic human needs."

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