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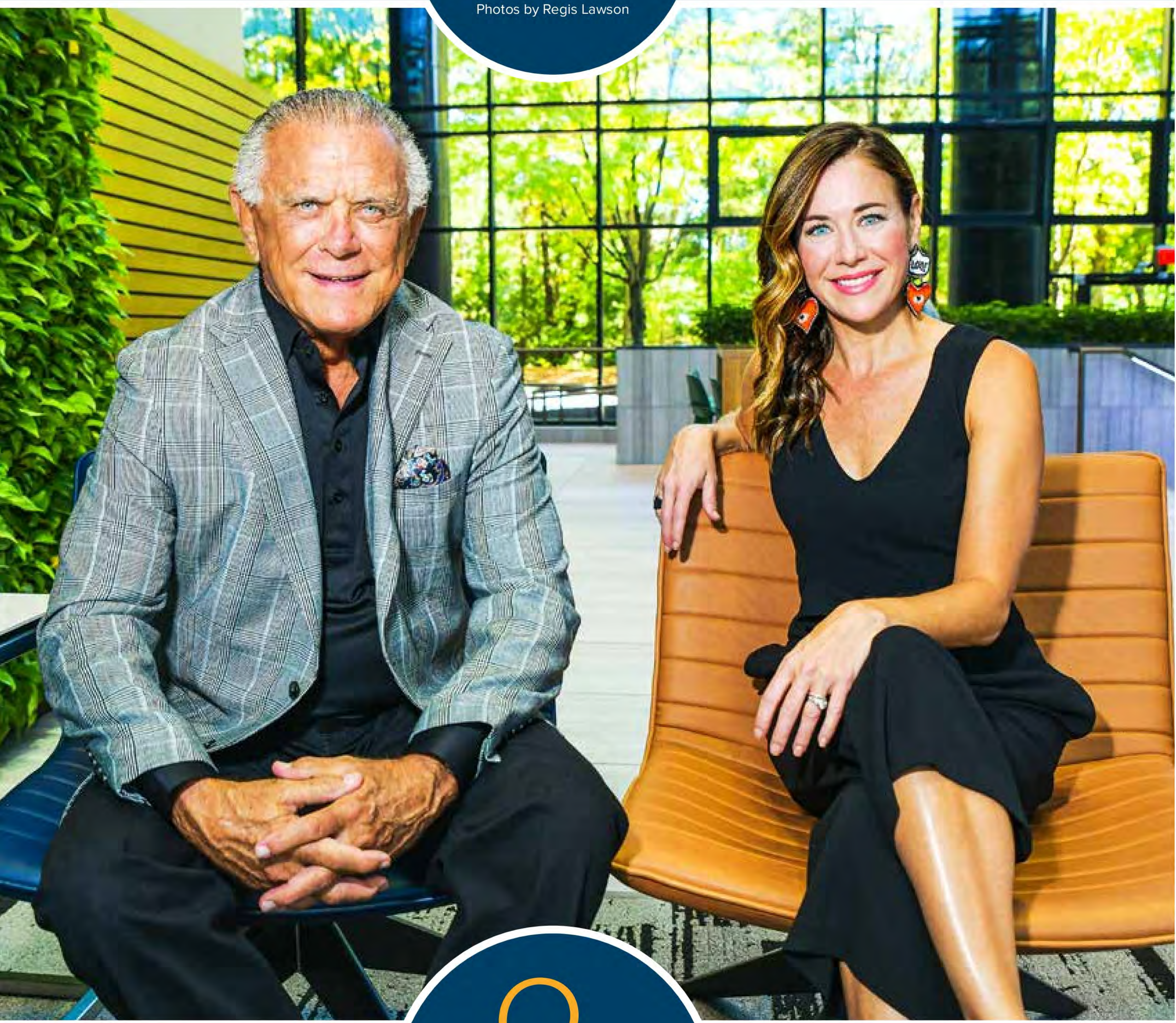
The Anna K Intown Team  
& *KW Southeast Region*

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# Anna & Bob KILLINSKI



## *The Anna K Intown Team & KW Southeast Region*

**Success stories often come from unexpected paths, and Anna Kilinski, better known as Anna K, is a prime example of this. Born and raised in the heart of New Orleans, Louisiana, Anna and her father, Bob Kilinski, share a deep connection not only to their hometown but also to the world of real estate.**



Anna's journey into the real estate realm was far from planned. After graduating from the University of Alabama with a degree in Management of Information Systems, she embarked on a career that initially had little to do with houses and property. She worked for a healthcare consulting company, delving into revenue cycle enhancement and patient flow, and then transitioned to a brand strategy firm where she honed her skills in enhancing the consumer experience.

At age 16, while working part-time at her dad's office, she told him that she didn't know what she wanted to do as a career, but she would never be a real estate agent. Fate, however, had a different path in store for Anna. It all started when she bought a duplex in Reynoldstown in 2005 pre-Atlanta Beltline ideation, unknowingly setting the stage for her real estate career. Impressed by the renovation work on the property, she took a leap of faith and quit her corporate job to work for the builder at a meager pay of \$500 a week. Little did she know that this bold move would be the catalyst for her future in real estate.

Anna became the project manager for the builder's renovation projects and even obtained her real estate license to assist in selling them. Her journey took a turn when she realized the value that Realtors® bring to the table and decided to dive headfirst into the world of real estate. At the age of 26, she started helping her peers navigate the real estate market, and from there, her path was set.

Meanwhile, Bob Kilinski's journey was just as intriguing. After majoring in engineering at Tulane, he initially worked for IBM in technical sales. However,

he later fulfilled a two-year commitment in the army, serving at the Pentagon and emerging as a captain. Upon leaving the army, he returned to IBM before venturing into consulting and eventually co-founding his own consulting company.

Bob's career trajectory shifted yet again when he transitioned into real estate and became a business partner in a newly formed real estate brokerage in 1972. He and his partner successfully sold their brokerage to Coldwell Banker in 1979. He joined a prominent local real estate firm as GM in 1980.

Notably, Bob played a pivotal role in introducing Keller Williams (KW) to New Orleans. And having bought the rights to develop franchises across the Southeast Region, he traveled to Atlanta and partnered with Kay Evans, an icon broker and national educator well known throughout the Southeast. Together, with Bob's business background and Kay's reputation in the real estate world, they launched their first KW office in Atlanta in January 2000, starting with 26 agents. Under their leadership, the region has grown exponentially, and today, there are 16,000 agents in the SE Region, making it the largest and most profitable in the KW network. Bob and Kay just celebrated their 24th year as partners this past October.

Anna and Bob Kilinski's paths merged when Anna decided to enter the real estate world full-time in 2006. Her journey initially started as a solo agent, but her commitment to providing excellent service led her to expand her team. She hired a transaction coordinator, an executive assistant, buyer's agents, and more, growing her team to 13 members.



Anna's dedication and business acumen have not gone unnoticed. In 2018, she garnered nationwide attention as the Realtor® expert on Bravo TV's "Buying It Blind." In this unique show, Anna assisted couples in buying homes without them seeing the properties beforehand. Her real estate prowess and commitment to her clients resulted in a remarkable success rate, with five out of six couples still residing in the homes she helped them purchase.

In 2022, The Anna K Intown Team was recognized as the #1 KW Team in Georgia, a testament to her leadership and commitment to excellence in partnering with the right talent. She has also achieved numerous accolades throughout her career, including being a Millionaire Real Estate Agent year after year. The culture of her team exudes a high-performance mindset and strong standards for client service and education.

The Anna K Intown Team's cumulative volume is close to \$1 billion. Last year alone, the team closed deals totaling \$139 million. However, Anna's success is not solely attributed to her name but her individual & team's accomplishments. She followed in her father's footsteps and recently took on the role of Regional Operating Partner for the Southeast Region of Keller Williams, joining the region partners, Kay Evans and Cheryl Sadoti, thereby further solidifying her influence in the real estate industry.

Anna's passion for real estate goes beyond the transactions; it's about transforming lives. She believes in helping people find homes where they can thrive, building wealth through real estate, and creating opportunities for others. Her commitment to making a difference in people's lives is the

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driving force behind her thriving real estate career.

Anna Kilinski is not just a Realtor®; she is a leader, a visionary, and a coach. Her journey from corporate America to the helm of the Southeast Region at KW is an inspiring testament to her determination and resourcefulness. She is a firm believer in mastering the fundamentals, delegating tasks, and focusing on what brings joy or generates income.

In addition to her professional success, Anna is deeply committed to charitable work. She and her family are generous donors to City School Atlanta, formerly known as Bright Futures, an organization that supports underserved students in the Westside communities.

They also participate in Rise Against Hunger events, contributing to the creation of thousands of meals for countries facing starvation.

Anna Kilinski's family plays a central role in her life. She shares her home with her husband, Spencer, and their two sons, Ford and Jones. Together, they enjoy the outdoors, whether it's hiking, biking, or playing frisbee in the park. Weekends at their river/mountain house in North Georgia and cheering for the University of Alabama during games are also cherished family moments.

As Anna and The Anna K Intown Team continue to make waves in the real estate industry, her message is clear: real estate is more than just a profession; it's a way of life. Anna's dedication to helping others find success, her commitment to her community, and her unwavering high standards make her a true trailblazer in the world of real estate. Anna Kilinski is a name synonymous with excellence, integrity, and a relentless pursuit of possibilities, and her journey is far from over.