

A Life in Full

BETWEEN WORKING FROM HOME AND CLOSING ON HOMES, THIS BUSY MOM OF TWO PLACES A HIGH VALUE ON HOW SHE SPENDS EVERY MINUTE OF HER DAY.

MAXI LILLEY, 47

- Realtor at Red Oak Realty
- Married to Eric Faurot, with a son, Ryle, 11, and a daughter, Frances, 9
- Oakland

SOCIAL NETWORK
 "I consider myself a connector. I love hooking clients up with properties and resources."



10:15 A.M. "I'm showing a house to Sarah Drekmeier, who happens to be a client *and* a friend. That happens quite a bit because I live and work in my neighborhood of Rock Ridge."

PART-TIME THERAPIST

"Because buying a home can be an intense and stressful time, I develop very close relationships with my clients."



12:45 P.M. "There's more to my job than selling. I also get homes ready to go on the market—coordinating repairs, inspections, and landscaping. Then there's the staging and photo shoot."



3:05 P.M. "Being a Realtor is the most—and least—flexible job. I can run errands in the middle of the day, but if a client decides to write an offer, I drop everything for the next 48 hours."



4:35 P.M. "The most chaotic time of day is between 4:30 and 6 P.M. I've learned how to work in the kitchen with the kids running around and me shouting at them to do their homework."

EXERCISE YOUR OPTIONS

"I sneak in a workout whenever I can. If I can't make it to a boot camp or spin class, I'll run the stairs."



6:40 P.M. "Eric is devout about family dinner—he makes sure we sit down together four nights a week. And I'm grateful for it. If it were up to me, I would let it slide whenever life got hectic."



7:30 P.M. "After the race to dinner, Eric and I sometimes unwind in the backyard and watch the kids play basketball. It's nice to recharge before I get back to e-mails and paperwork."

Photographs by Ericka McConnell