

The Bean Machine



John and Babette Bean

Being married for almost 35 years and raising two children hasn't stopped Babette and John Bean from spending even more time with one another. Together, Babette and John, Edina residents since 1972, are top producers at Edina Realty.

Babette, who has lived abroad in France, Venezuela and Spain, got into the real estate business after her children were grown. Fluent in French, Spanish and English, Babette brought her expertise and community background as a founding board member of the Minnesota Children's Museum, a member of Edina Booster Board, and Friends of the Art Institute Board to Edina Realty. She has been with Edina Realty for 18 years.

John spent 30 years in the investment management business and has been on both the American Red Cross and Washburn Child Guidance Center boards. After serving as president of the Twin Cities Association for Financial Planning and writing his book, *PhB - The Professional Human Being*, John joined Babette at Edina Realty and has been working with her for a year.

"When I went into real estate, it grew more than I expected, which is fabulous," Babette says. "What I like most about the business is working with my clients—having fun and being hands on with them. It's more than just setting people up with a house. It's a real commitment." Babette says they spend much of their time getting to know clients and offering them the best matches, such as school, job and community options.

"We bring a sense of fun to the experience with humor and entertainment, plus Babette really knows the market and the art of win-win negotiation," says John. "We strive to make sure everyone is satisfied."

Babette says that's what makes their job so challenging, but expresses, "I like the challenge. Encountering a hurdle and overcoming it—that's what excites me."

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