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"The Flag Lady" Flies Again



In a gesture of patriotism and a desire to give back to the community, real estate agent Barbara Jean Pickens will once again marshal her troops -- in this case a Boy Scout Troop -- and distribute 1,500 American flags on the eve of July Fourth.

Pickens, who is part-owner of Realty Executives of Wichita, and her daughter Bonnie, also an agent and a member of Pickens' staff, will conduct the flag-distribution operation.

Starting at 9:30 p.m. on July 3, approximately 30 uniformed members of Boy Scout Troop no. 735 from downtown Wichita will gather at Pickens' home to receive instructions, maps, flashlights and flags. They will then disperse in teams of two to distribute the 12" by 18" flags, which are staked at the curb of each driveway on a 30-inch dowel rod.

"This is such a fun event," Pickens said. "People wait up for us. I'll hear them call out, 'Here comes the flag lady.' They offer us refreshments and thank us for doing this." Pickens observed that residents often keep the flags from year to year and line their driveways with them on the Fourth, as well as put them out for other holidays. "On the morning of the Fourth, it's a beautiful sight," she said. "You drive around and see moms coming out with their kids, and the kids are so excited. It's like magic."

Pickens covers the development where she is well known and has been responsible for handling many house sales. The neighborhoods are: Westlink Estates, Golden Hills, Westlink 19th Addition, Mearibau, Breezy, Rainbow and Lexington.

"These are communities where I have sold the same houses sometimes five, six times over," noted Pickens, a 23-year veteran of the real estate business. Pickens, who averages 90 house transactions every year, is ranked in sales in the top 50 out of 7,500 Realty Executives US agents.

Originally a teacher in the school system before she started her family of two girls, Pickens was encouraged by her husband to try real estate when it was time to go back to work. "We thought if I sold six or so houses a year, it would be great," she said. "Neither of us ever dreamed I would end up selling so many houses, much less become a part-owner of a company." For more information, call Barbara Jean Pickens at 316/722-9393.

Source: *Company Press Release*

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