

PERSONAL PROFILE

By Paula Thomas

MANU (SUMMERS) SPAUR, R(B) OF RE/MAX ISLAND SURF REALTY

In just five years, Manu (Summers) Spaur has grown from real estate agent to co-owner and broker-in-charge of RE/MAX Island Surf Realty. And while some of her success comes from meeting helpful people along the way, her achievements stem from discipline, hard work and careful choices.

Because English is her second language after German, Manu thinks before she acts: "I have to look, understand, then execute," she says.

Manu obtained a real estate license in early 2002 to assist with the family's property investment business. She joined Hawaiian Island Homes. "There were no desk fees and I loved the family-friendly environment. It meant more to me than the commission splits."

At the time, she was having marital difficulties. "It had a kitchen area with a microwave and I could come and go and there was a place for Tahigwa (her son) to do homework. The business and personal life could go together," she explains.

By 2005, Manu was taking broker's classes and started to mix with a group of familiar students, including Jeff Spaur, who helped her study for the broker's exams.

"I flunked the federal and state tests the first time around," she smiles. It didn't deter her. She retook the tests. All the while, Jeff was pursuing her romantically. "I asked her to marry me every day for sixth months," he says. They went to Europe in June, 2006 to meet her parents, and were married in December.

The Puna-based business is their creation. "Manu is a great technician," says Jeff. "She has a legal background (from Germany), and a lot of experience in contracts." Jeff used to do franchise sales and had already managed a RE/MAX franchise in Hilo.

Their combined experience makes it work. That includes embracing technology for information transfer, transactions and timely payments. "Money makes the world go around," says Manu. "In Germany, all the

bills are paid using technology. We just get a confirmation in the mail." They do as much electronically as possible.

In addition to managing details, Manu supports their 18 agents. "I want to create a comfortable and friendly environment. Agents are clients, too. You have to make them happy." That includes training, development and safety. Manu enlists a variety of trainers, but she herself does safety and self-defense training for Realtors® during National Realtor Safety Month. She also teaches in the community.

Very recently, they opened a RE/MAX office in Ocean View. "People were waiting for us," she says appreciatively.

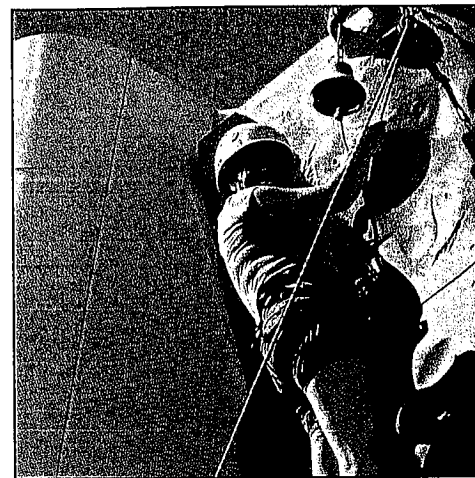
"It's not rewarding for the money, but it's rewarding for me, myself."

Manu believes in helping people stay safe, especially women. Over the years, Manu has taught beginners to advanced level of Krav Maga (an Israeli military offensive method), sometimes with advanced weapons and full gear. A holiday gift for their RE/MAX agents was a FAST-Defense class gift certificate. "FAST-Defense is about using words, teaching assertive body language and physical survival skills," she says, as one of 200 teachers certified worldwide of that award-winning program.

The impetus for her focus stems from her childhood. Her mother raised two girls on her own for the early part of their lives. "I had only used clothes. I can relate to these women who are trying to do things on their own."

Working for a German government program that supported women and single mothers gave her valuable skills and insights. Manu believes in helping women find security. Getting them a home is a huge part of that.

"I found a loan opportunity for a family of five and got them a house," she says. "I also took care of a woman whose husband had declared bankruptcy... she walked away debt-free. These are the challenges that are dearest to my heart. I know I can help."



MANU (SUMMERS) SPAUR,

EDUCATION:

Bayerische Staats-und Verwaltungsschule:
Master's degree in case law

PROFESSIONAL ORGANIZATIONS:

Hawai'i Island Board of Realtors®
Hawai'i Association of Realtors®
National Association of Realtors®

COMMUNITY ORGANIZATIONS:

A volunteer during Domestic Violence
Month to teach and demonstrate self-
defense

FAMILY:

Married (December 2006): Jeff Spaur
Son: Tahigwa

PERSONAL HIGHLIGHTS:

Bayerische Staats-und Verwaltungsschule:
Master's degree in case law

PROFESSIONAL ORGANIZATIONS:

Born and raised in Munich, Germany
Moved to California in 1994 and Hawai'i
in 2000
Loves to teach self-defense: Trained in kick-
boxing, Krav Maga -- an Israeli military
method, and Certified in FAST-Defense
Loves to surf
Is passionate about helping women,
especially single mothers.

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