

A Valentine's Card for Some Special Real Estate Colleagues & Friends

Since this column will appear on Valentine's Day, I think it appropriate for me to use it as an "open Valentine card" to those I really appreciate. I'm quite aware that I can be critical at times — it's my New York background, I suppose — so this will be a good exercise for me, too!

In April I will have been a Realtor for just six years. I made a very quick start in this business, helped, I'm certain, by my ability to communicate and produce good written materials. Within two years I was the top listing agent in Golden, and while many established agents felt challenged and kept their distance, some fellow Realtors befriended me and

looked to me for advice. I want them to accept this Valentine of appreciation for their kindness and encouragement.

I have already acknowledged my former broker/owner at RE/MAX Alliance, **Chad Ochsner** and his father, **Chuck Ochsner**, for their encouragement even as I chose to leave their company. I was blown away when the woman who had recruited me to that fine company in 2003, **Kim Hawkins**, nominated me for a cover story in Broker Associate magazine after I had left RE/MAX Alliance! I send heart-felt Valentines to all three of these colleagues and friends.

While I was at RE/MAX Alliance,

no one was more helpful in researching issues or resolving problems than **Brad Katz**, who continues to return my phone calls and share his deep and wide knowledge of the practice of real estate.

I also send a Valentine, again, to **Rich Sands** of Coldwell Banker, who teaches the best 2-week intensive course for new agents. Six years later, I still benefit from the "fast start" that he gave me in 2002. Thanks, Rich.

There are so many leaders and past leaders of Realtor associations who have befriended me. With apologies to those I omit due to space, I'd like to mention **Will Roberts** of the Denver Board and **Kathie Capra-Bowles** of JCAR.

I joined the **Rotary Club of Golden** and the **Golden Chamber of Commerce** almost immediately after entering this business, and their leadership and fellow members have been kind, welcoming and helpful, and I send them heart-felt Valentines too.

REAL ESTATE TODAY



By **JIM SMITH**, Realtor®

Keep Informed of Local Real Estate Activity: Don't settle for MLS-generated email alerts about new listings. Jim Smith sends emails reviewing (in his own words) new listings, plus separate emails reporting and analyzing closed transactions. To be added to this free email service, write Jim@GoldenRealEstate.com.

Great Executive Rental Near Golden

Cottonwood Lane Ranch Available for 1-Year Lease

This solar-powered home is owned by Jim and Rita Smith. The current tenants are moving out March 1st, so it's now available for... you! It is an exceptional house featuring cherry hardwood flooring, 11- to 14-foot ceilings, a 4-car finished garage with epoxy floor, a 2-car carport, RV parking, a 1/2-acre professionally landscaped lot, an elaborate front yard water feature, solar-heated hot water, slab granite on every bath and kitchen counter, the highest-end kitchen appliances, and so much more. So much, in fact, that the tightly-edited video tour of this house still takes over 12 minutes to watch on its website! After you take the video tour, call Jim for a private showing!



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