

A New Year — And a Renewed Sense of Gratitude

Perhaps it was from watching the Rose Bowl Parade, but as I sit down to write this week's column, I am filled with a sense of gratitude — not just for being an American and a Coloradan, but for all the blessings of my life — personal, professional, and societal.

Somehow, watching that parade brought me back to the country and way of being that had been overshadowed by the developments of the last several years. Like many of us, I had begun to lose touch with all that is right about life in these United States. The reminder this week of Gerald Ford's values and service helped, too.

So, with those prefatory comments, I'd like to dwell this week on the gratitude I feel for not just my colleagues but for others, too.

Several colleagues at RE/MAX and elsewhere have played important roles in my success—and in my enjoyment of this profession.

Judy Snell, formerly with RE/

MAX Professionals, first got me thinking about real estate. **Rich Sands**, the trainer at Coldwell Banker Residential Brokerage, educated me in a broad range of skills to succeed in real estate. It

was Rich who wisely said to me and my classmates, "There are 20,000 licensed agents in Colorado. Your goal must be to create points of differentiation so that clients will want to do business with you, not them." This column is one of the outgrowths from that important lesson. Thank you, Rich, for all your gifts to me.

While at Coldwell Banker, I learned important life and business lessons from my then-partner, **Lisa Petersen**, and from my managing broker, **Kathy MacLeod**.

Building on the "fast start" provided at Coldwell, I am nevertheless grateful that **Kim Hawkins** of RE/MAX Alliance recruited me to this great company. Not only was this move financially wise, but it

put me in the company of some great Realtors. **Dale Reisbeck**, as managing broker, was especially helpful. Currently, I rely most on **Brad Katz**, who is always available to answer questions on transactions — and topics for this column. My managing broker and owners, **Chad and Chuck Och-sner** are both supportive and inspiring. And what would I do without the exceptional staff led by **Micki Rogers**? Thank you all.

I have derived inspiration and support from colleagues in various Realtor organizations. Standing out in my mind as I write this are **Michael Marcus** of SMDRA, **Scott Matthias** of CARHOF, and **Rocky Germano** of JCAR.

I have written in the past that it is transactional experience which builds expertise, and I have been blessed with many transactions involving 100-plus agents and clients. Each of them has contributed, big and small, to my ability to serve future clients, and I thank them each for their contribution.

Like most Realtors, I am a "lone eagle," technically an employee of

my company, but making my own business plan (or not), negotiating my own compensation, spending my own advertising dollars, etc. It can be very lonely and, if not fruitful, very frustrating and scary.

Nevertheless, there are many persons who comprise a "team" for me, and I wouldn't be successful without their support and service. These include **Shelley Ervin**, who not only provides mortgage

advice and service to clients (and me) but also coordinates my open houses and obtains and forwards feedback for all showings.

Johanna Wells stages all my listings, making them sell faster.

Handyman **Mark Stenberg** helps in countless other ways.

Last but definitely not least, my wife, **Rita Smith**, is a constant advisor and supporter — including reading this column before you do.

REAL ESTATE TODAY



By Jim Smith, Realtor

New on the Market This Week:

This 5-bedroom, 4-bath home at 15909 W. Ellsworth Drive stands out from the competition for not only its great interior upgrades — Viking appliances, slab granite in both kitchen and bathrooms, new hardwood, etc. — but also for its exceptional views.

Take a video tour at the website:

\$625,000



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