

# The Good Real Estate Professional Is a Go-Giver, Not Just a Go-Getter

For 12 years now, the National Association of Realtors has given out "Good Neighbor Awards" at its annual convention. This year another five Realtors® from across America will be honored for their volunteer and charitable activities, winning \$10,000 not for themselves but for their favorite charities.

Last year's winners were typically diverse, helping children in Africa, a women's shelter in Utah, a children's food program in Missouri, a medical center in Minnesota, and an American soldier project in Massachusetts.

These Realtors and others like them have learned to be go-givers and not just go-getters. In my own office I see the same generosity of spirit. Derek Hall and his wife Kaylie (the graphic artist who designed our logo) are completely devoted to animals and to the Foothills Animal Shelter. Karon Hesse has

been on a mission to Rwanda and continues to serve from afar by selling their goods here at home.. Carrie Ackley's activities include search & rescue mounted patrol, and her daughter is the 2011 Evergreen Rodeo Princess.

My favorite charity since before I became a Realtor has been Habitat for Humanity. Like Robin Lucy, this year's chair of the Jeffco Association of Realtors, I'm a Rotarian, and I'm active in the Golden Chamber of Commerce. I am on the board of CINQ, a group opposed to blind development, i.e., completing the beltway.

I received lots of positive feedback on last week's column about authenticity. There's something beyond being authentic that's just as important, and I find it embodied in something Rotarians recite at the end of every meeting. It's

called the **Four-Way Test** of the things we think, say, or do: First, is it the truth? Second, is it fair to all concerned? Third, will it build good-will and better friendships? And fourth, will be it beneficial to all concerned?

In life, there are plenty of things we can think, say or do that are not illegal or even unethical, yet fail that 79-year-old Rotary test. (Google "Rotary Four-Way Test" to learn more about it.)

We all know young or not-so-young Realtors or other professionals who are go-getters — Type A personalities who get things with great commitment and energy, and who are highly successful. But there are other Realtors and other professionals who are go-givers, intent on leaving the world a better place than they found it. The magic is that, in their own way, the go-givers end up being just as successful without focusing primarily on their own success.

## REAL ESTATE TODAY



By **JIM SMITH, Realtor®**

## This Week's Featured New Listing: South Golden Half-Duplex Really Shines

Located a short walk from the Golden King Soopers, this half-duplex at 17032 W. 11th Place has four bedrooms and two baths divided equally between the main floor and the finished basement. Although it has only a one car garage, it has two driveways! The one on the right leads through a gate into the fenced yard, where the seller keeps his boat and RV. Like me, he has installed "sun tunnels" (aka Solatubes, but a different brand) to brighten up the interior of the home with natural sunlight. The home has a new roof thanks to last year's hail storm, new paint inside and out, and the seller is offering a \$2,000 carpet allowance. All appliances are included, as is the large hot tub which sits under a pergola in the back yard. Take the [video](#) tour at the website, then call me for a showing!



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