

# Confucius: Concentrate on Giving, and the Getting Will Take Care of Itself

Well, maybe Confucius didn't say that — I searched and couldn't find that quote online — but decades ago I saw it on my sister's refrigerator, and I've had great success living in accordance with what Confucius *might* have said.

The quote speaks to the heart of the service industry we know as real estate, because successful practitioners are constantly engaged in activities that have no monetary reward.

We show homes to buyers who never buy — or who then buy using another broker. We engage in "farming" activities such as community garage sales or pictures with Santa Claus. It's called "farming" because it's all about "planting seeds" and sometime later "harvesting" listings or buyers.

I have great empathy for dirt farmers, because they give and

give and give themselves to the land, only, every few years, to have an unexpected streak of bad weather render all their work for naught.

It's sort of like the practice of real estate. We can spend a lot of time with a lot of clients to be meagerly rewarded or not rewarded at all — after investing money in so many different ways.

But then there is the "easy" money which makes up for it. We

get a listing and find a buyer for it and get a quick 5-figure commission check. For the average agent, that can average out to a not-so-great income. For others, it can be much more than that.

Do you remember the sine wave from mathematics class? It's a wave that goes up and down, above and below zero, with peaks and valleys. I remember a real

estate coach calling that "the heartbeat of real estate" — also known as "feast or famine."

The difference between the heartbeat of real estate and the sine wave, however, is that the real estate version is not nearly as regular and predictable.

Four years ago, when Rita and I married in June, we decided to schedule our honeymoon in November, since summer was a busy time for real estate. That was the quietest summer of my career, but it was also the busiest November of my career too!

What any real estate professional needs to savor — not fear — is that if you can be a happy giver at all phases of that sine wave, then, as Confucius might have said, the universe will be happy to shower you with the rewards of your profession in its own good time. Worrying about when that time will come only makes it hard to be the happy giver which the universe is eager to reward.

## REAL ESTATE TODAY



By JIM SMITH, Realtor®

## This Week's Featured New Listing:

### Wildlife Is a Common Sight At This House!

Located high up the south facing slope of South Table Mountain in Golden, this 2-story home features not just one of the finest locations in town, but some fine finishes and amenities, too! Take the video tour at the website at right to see the beautiful hardwood floor, the vaulted ceiling, the great back yard with hot tub, and the four car tandem garage. Or the slab granite kitchen counters, the awesome master suite in which a three-sided fireplace separates the bathroom with its hardwood floor from the bedroom with its plush carpeting. Enjoy working in the main-floor study — unless the sweeping view of Green Mountain and the foothills is too distracting! This home was listed by our managing broker, Rhuell Lambert. It will be open this Saturday, 1-4 pm.



\$495,000

Take a VIDEO Tour at [www.17202Rimrock.com](http://www.17202Rimrock.com)

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