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# Real Estate Agents: Our *Allied* Professionals

**T**his issue of *The Scrivener* salutes one of our closest working partners . . . the real estate agent.

**My experiences have given me a strong understanding of the real estate business.**

As far back as I can remember, a Realtor® has been involved in some part of my life.

My father was an “old school” Notary and owner of a general insurance agency and agent owner of New Westminster’s Royal City Realty.

To say I was schooled in real estate at the kitchen table would not be an understatement. After graduating from university and before starting the Notary program, I actually challenged the real estate licensing exam and, for a short period of time, sold real estate for my father’s firm. To say I have empathy for real estate professionals is no stretch whatsoever.

The endeavour that my father encouraged me to undertake stood me in good stead to deal with my future clients and real estate salespeople.

My older brother went on to take over the family real estate firm and, together with his business partner, grew the real estate company into one of the most successful in the area; it was precursor to a firm he owns today that markets and sells specialized real estate worldwide.

My experiences have given me a strong understanding of the real estate business. Because most BC Notaries have healthy conveyancing practices, we all work hand in hand—literally—with real estate agents, in most cases building relationships spawned from professional beginnings that tend to turn on trust and mutual respect and, at some level, to form a friendship.

My practice specifically revolves around a very tightly knit community of real estate professionals whom I have come to consider for the most part as my friends. We have socialized, played hockey, and so on.

Real estate agents are the conduit to our client. The trust they have garnered from the clients is passed to us as they send the purchaser or vendor to our offices to finish the sale/purchase process.

I am constantly reminded of this when I am called upon to offer an opinion or to speak with a prospective client to clarify an issue or calmly explain a process.

I trust you will all enjoy this issue of *The Scrivener* as we pay homage to those with whom we work so closely. ▲

