

Val Wilson

# Knowledge + Hard Work + Great Service = Success for **BC REALTORS®**

**O**ur robust real estate market is keeping BC Notaries and Realtors® busy helping the people of BC buy and sell properties.

These Allied Professionals are working together to ensure that their clients receive the very best service in a timely manner.

BC Notaries are known for taking the time to forge relationships with their clients and for becoming involved in their communities.

BC Realtors® also work closely with the people in their community; some invest tremendous amounts of time in worthwhile projects, including significant fundraising for charity.

The Realty Watch Program is a prime example of their caring spirit. Already implemented by the Fraser Valley Real Estate Board and adopted by the Chilliwack and District Real Estate Board and boards in the Tri-Cities, Burnaby, and New Westminster, the program is currently being considered by the real estate boards of Greater Vancouver, the North Shore, and Vancouver Island.

Here's how Realty Watch works. When police contact the real estate board with information about a missing person or suspicious activity, the board sends a fan-out message about the situation via pager to all the Realtors® in the area. It reminds me of the "Amber Alert" program that helps find missing children in the US.

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Here's a pretend Want Ad for those who are interested in becoming real estate professionals. (Successful applicants will be required to pass the BC real estate course.)

#### **WANTED:**

Personable, caring, patient, and intelligent person of good character with a strong work ethic and a positive attitude. You like people and are very involved in your community. You are a computer-literate, organized self-starter who can manage time effectively. A team player, you work well under pressure and are willing to invest long hours to build your business and your success. You welcome opportunities for ongoing continuing education to maintain and update your knowledge and skills. You are available to meet with clients in the evenings and on weekends.

"Real estate is a people business," says North Vancouver Realtor® Tazmeen Woodall. "There's something to be learned from every client and transaction. Learning the backgrounds, lifestyles, and cultures of those we serve is most rewarding because it promotes personal growth and teaches



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understanding, compassion, and patience. Every day brings something new—new successes and new challenges, too."

#### **Career Opportunities in the Real Estate Sector**

There is definitely opportunity in this field. Based on the historical patterns of retirement within the real estate sector, a total of 20,000 people will retire from this sector by 2021. To maintain the size of the current workforce, the coming decades will require a very high level of recruitment to replace those who retire.

If you are seeking a career with above-average income and the satisfaction of personal achievement, Realtor® could be the vocation for you! ▲