

WHAT CONTRIBUTED TO MY VERY PRODUCTIVE START TO THE YEAR?

Congratulations once again to those who made the RE/MAX of Western Canada Top 100 list for March 2009 YTD!

Here is what Bryan has to say about his success to date:



"I did not really do anything differently but I also do not listen to news that is contrary to my goals. The biggest contributor to my fast start in 2009 was my attitude. I was positive about the market and I was working with like minded clients. I noticed the change in the market from day 1 in the New Year. While it was quiet in the last quarter of 2008 I was building my listing inventory and getting price changes. By the time the market got going Joe and me were well positioned to take advantage of it very quickly."

Bryan also shared the written note of inspiration that he keeps front and centre at his desk. Here it is. "**We can't direct the wind but we can adjust the sails**". Anonymous but for now we will just call it a Bryanism!

.. And from Sonja:

"I had some listings in my inventory from 2008 that were just not moving. Suddenly the buyers woke up and my under \$500,000 properties in the downtown were gone. I was doing lots of price changes up until that time. I have a lot of buyer clients who I have been in touch with and they also realized it was time to move. We have a very effective web site for generating qualified leads and I follow up on all of them. We used to just send information hoping they would want us to contact them but now we want a contact number. If they do not provide it I email them back asking for it. Having the contact number increased the quality of the lead and reduced the time invested. Without a contact number I do not go the next step. Right now we are concentrating on getting our listing inventory restocked and I am very busy with my buyer clients as is Dale our Buyers Agent."



Thanks a million to Sonja and Bryan for sharing!

2009 QUEST FOR EXCELLENCE® AWARD

The RE/MAX 2009 Quest for Excellence® award winners have been announced! Twenty four students will receive \$500 toward further education from RE/MAX. In order to qualify students from across Western Canada demonstrated their passion and dedication by writing a short essay on one of the following chosen topics.



- Community Service
- Fine Arts
- Leadership
- Performing Arts
- Sports
- Technology or Trades

Congratulations to Daniel Popovski, who won a RE/MAX Quest for Excellence® Bursary in the Community / Volunteer Service Category! Daniel attends school at University Hill Secondary and is pictured here receiving his award from Deb Upton, together with his principal, Mr Mark Pearmain

RE/MAX of Western Canada thank all applicants for their submission and wish each and every one of them continued success in their own Quest for Excellence®.



For more information about the program, please visit www.remax-western.ca and click on Community Care.