

REALTOR PROFILE

RE/MAX TWIN CITY REALTY

Developing good working relationship is key to realtor's success

The freedom that comes from being your own boss. The opportunity to make as little or as much money as you want. The people who start out as clients and turn into friends.

These are just a few of the reasons that Bob Smith loves being a realtor.

Smith, a 17-year veteran of the real estate industry has enjoyed a successful career in the business since he first started out with Olsen Realty in Westmount Mall. He joined the Re/Max team in 1990 with Re/max Real Estate Centre in Highland Hills Mall. In 1995 he went to Re/max Twin City Realty Inc on Erb Street in Waterloo where he is today.

"I love it," says the affable businessman and father of three. "This business has given me so many opportunities that I just wouldn't have in a 9 to 5 type job."

A graduate of Wilfrid Laurier University (he obtained a B.A. in Economics in 1978), Smith has enjoyed a successful career centered around sales and marketing for the past two decades.

Over the years, Smith has garnered quite a reputation for himself in the Waterloo region. He has extensive experience in the condominium market including resale, conversions and new condo sites and has been a member of the Re/Max 100 per cent club and the Re/Max Platinum Club. Bob will also be launching a new web site in December, Kwcondo.com providing information for prospective buyers and sellers.

When he's not busy making deals, Smith enjoys gardening, looking after his own home in Waterloo and anything to do with his three kids - Brandon, Robby and Alyssa. He is heavily involved in the KW Youth Bas-



BOB SMITH

ketball Association (he's been a coach for 16 years and an all-star team coach for eight years).

"I'm also an avid fan of University sports," says Smith. "People kind of joke with me about it, but I really like following the local teams - I think they're a lot more entertaining than most of the professionals."

His advice to anyone looking to buy or sell a home is quite simple.

"There's a real trend these days for people to do a lot of searching on their own with personal computers and the Internet," he says. "That's okay but they may miss out on some important aspects that a realtor could help with."

Ultimately, homeowners (or potential homeowners) should deal with someone who is knowledgeable about the market and someone who they can develop a good working relationship with, he adds

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