



Seller Spotlight

REALTORS® are highly motivated and charismatic business people, able to understand and bridge the needs of clients on both sides of a property transaction. We often also are solo practitioners, or interact only with those professionals in our brokerage or immediate locale. In this recurring feature, the Online Washington REALTOR® will introduce Association members from across the state.



Name: Cynthia L. Hamilton

Position and Location: REALTOR®, Spokane, WA.

A REALTOR® Since: 1998

Designations Earned: ABR, e-PRO, RECS

How I Chose this Career: I was a developer first, and a friend noted that I'd be good at finding people the type of home situation they were seeking, rather than just trying to find the right buyers for my lots.

Why I Stay with It: I've discovered I am able to help more people and families find the right situation for themselves. Every day is interesting, and since I require a high degree of stimulation to stay intrigued, this profession is everything I need for it to be: high tech and high touch.

I Participate in the State Association to: Learn more about the inner workings of the organization. Also, it's my nature to give back to the greater good.

Most Challenging Part of the Job: Finding innovative ways to reach buyers.

I Get Up Early/Stay Late to: Get the paperwork done! Like Roseanne Roseannadanna used to say, "it's always sumthin'."

Outside Interests: I am the director of a non-profit group called HYPER-Formance, dedicated to inner city kids, and others typically viewed as non-dancers, who produce a new musical theatre show for a LIVE performance every year. It is later broadcast to the entire region via local cablecast. I'm fortunate enough to be a Chase Youth Commissioner; I try to contribute to the Mayor's Task Force on Race Relations and the Inland Northwest Dance Association. We are in mourning right now for the Chinese dancers who recently died in a tragic car accident while leaving Spokane, and are planning a tribute performance and the creation of a scholarship fund in their memory on March 24 at the MET.

What I Did on My Last Vacation: Went to Cancun with my youngest daughter; she's in her mid 20s. We had a blast! I always shoot for a week or so near the holidays and several weeks in the summer. Even if you live to be nearly 100, like my friend Earl, life is short—play hard!

Why I'm Looking Forward to this Year: More sales, more listings, more happy kids, more lasting relationships, MORE Life!

My Hot Tip for Colleagues: Breathe deep, then honestly think of something you can really GIVE of yourself to something you like. Even an hour a week spent this way will refresh you like nothing else can. The smile on your face will attract more clients than you'll know what to do with!

Cynthia Hamilton was among those nominated for the W.A.R. 2000 REALTOR Community Service Award. She was noted for her founding and decade-long leadership of HYPER-Formance, a dance and theater arts group for low-income, blind, deaf and developmentally disabled children. She also was appointed as a Chase Youth Commissioner, served on the S.A.R. Fair Housing Committee, and acted as secretary for both the Inland Northwest Dance Association and the Mayor's Task Force on Race Relations.