



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: Greg Grant

Position and Location: Whatcom County Association of REALTORS®; Associate Broker, Coldwell Banker Miller-Arnason L.L.C., Bellingham, WA

A REALTOR® Since: 1989

Designations Earned: Associate Broker; ABR; REALTOR® of the Year WCAR, 1999; REALTOR® Community Service WCAR, 1998; REALTOR® Community Service W.A.R., 1999.

How I Chose this Career: With 16 years of construction, I had a great interest in broadening my profession into the actual buying and selling of land, businesses and homes.

Why I Stay with It: I enjoy all aspects of the profession. Seeing people achieve successes with real estate can be a rewarding experience for everyone involved. I strongly believe in our Code of Ethics, so much so that I have remained our Professional Standards Chair for Whatcom County for the past three years, besides actively being part of numerous tribunals on W.A.R. Professional Standards. I feel being unethical in our business is *totally* unacceptable.

I Participate in the State Association to: Stay "on top" politically, and again obtain the latest information to help in ethical matters that come before me in professional standard situations. As a Key Contact, the most important W.A.R. "gathering" each year for me has been our annual Hill Visits - the event has always been well planned by staff which makes the time for all in attendance a rewarding experience - from the a.m. meeting discussing REALTOR® issues, the networking lunch, and our visits with legislators, to the p.m. Legislative Reception. I come home each time feeling like we really accomplished something.

Most Challenging Part of the Job: Being a good REALTOR®, and at the same time pacing myself to not have it run my life. Clients try to make you feel guilty if you don't work 24 hours a day, seven days a week for them —the challenge comes in gaining their respect while at the same time building a confidence level so they understand what you're accomplishing "behind the scenes" for them (and still being able to sit down to dinner with your family).

I Get Up Early to: Have quiet time and make my plans for the day.

Outside Interests: I enjoy escaping in our motor home to a quiet retreat only about an hour from my own front door— taking my wife and our "pooch," and just enjoying the beauty of walking the beach. This gives us both a chance to catch up on our lives and have quality time together. Hobbies—cars! —I have numerous classics and would have plenty more if I had room for them! Golf, whenever I can (it is such a humbling sport).

What I Did on My Last Vacation: Our last escape on a "real" vacation was to the wonderful beaches of Hawaii.

Why I'm Looking Forward to this Year: It seems the pace of real estate is finally seeing positive activity. With lower interest rates, we're meeting new clients wanting to become homeowners.

My Hot Tip for Colleagues: Be thorough in your business and give it your all. Be professional at all times; be knowledgeable —know the laws, look the part, act the part, and you will be successful. Be organized, get the work done you need to do to complete the job and at the same time keep normal business hours— remember, your family needs you, too.

Greg Grant was among those nominated for the W.A.R. 2000 REALTOR® of the Year and REALTOR® Achievement awards. He was noted for his role as an "ever-present leader" in his local association, including his 1999 presidency of Whatcom County REALTORS®, which resulted in increased interest in and involvement with the organization, and was cited as a role model for activism combined with service.

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