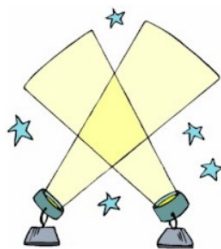


Seller Spotlight



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: Rose Galloway

Position and Location: Manager New Agent Services, Windermere R.E./South, Inc., and Assistant Manager, Federal Way Branch

A REALTOR® Since: 1978

Designations Earned: CRB, ABR, ABRM

How I Chose this Career: My husband and I had just sold and purchased a home. The agent did a terrible job, and I felt I could do a better job. This also came at a time when the family budget and the income were not keeping pace, so I said, "I can work part time and make a lot of money." Since then I have found out that a half day is 12 hours.

Why I Stay with It: The business changes all the time and so do the challenges. This means that a licensee is learning all the time (or should be). Real estate is a fun business where the opportunity for making friends is endless. The ability to help is very rewarding.

I Participate in the State Association to: Give back for all the Association has done for me. I believe it is important to be in touch with the issues involving my business and being involved with the association has proven to be one of the best ways. I like being a REALTOR®, not just a licensee.

Most Unusual REALTOR® Memory: The showing of a property where the pet python had slithered from its tank. The buyers and I made a hasty retreat to the front door when we encountered a hanging electrical cord. It took several minutes for my heart to stop racing. They did not buy the house.

Most Challenging Part of the Job: To keep up with the changes affecting the industry. The agents, buyers and sellers look to managers to be the ones that have the new information, if any. Reading magazines, bulletins, etc., becomes a challenge in our busy lives.

I Get Up Early/Stay Late to: Keep up with what is necessary to get the job done and at the same time maintain a balanced life with family and friends. Sometimes I stay up a few extra minutes to just do some personal reading.

Outside Interests: History, traveling, reading, and spending time with my family and friends.

What I did on my Last Vacation: This past April, my husband and I stayed at Birch Bay. Besides just relaxing, we visited the Vancouver History Museum, where an exhibit of a jade collection from China was on display. I was amazed to see how many different types and colors of jade can be found throughout the world. B.C. mines a lot of jade and upon exiting the museum, we were given a piece of B.C. jade.

Why I'm Looking Forward to this Year: Forming an Affiliate Council for SKCAR was something I was looking forward to this year, and on May 4 we held the kick-off breakfast. This is really exciting for our local association, but we could not have accomplished this without the help of our friends in Pierce County Association. They shared their information with us, and this has led to what will be the first election of the SKCAR Affiliate Council directors this June.

My Hot Tip for Colleagues: When it quits being fun, QUIT.

Rose Galloway was among those nominated for the W.A.R. 2000 REALTOR® of the Year Award. She was noted for her REALTOR® association dedication at all levels: Seattle-King County Association of REALTORS®, including her 1999 presidency and leadership on numerous committees; W.A.R., including her position as 2000 Vice President for Education, instructor for several courses, and chair and member of numerous committees; and N.A.R., including CRB membership, local chapter presidency and education committee membership, as well as serving as a certified Professional Standards Procedure instructor.