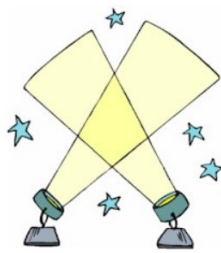


# Seller Spotlight



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 Seyster

**Position and Location:** Sales associate, Windermere Wenatchee.

**A REALTOR® Since:** 1996.

**Designations Earned:** ABR.

**How I Chose this Career:** My mother-in-law has been a Realtor® for over 25 years, and her mother-in-law

was a Realtor®. She has been a wonderful mentor for me and is an exemplary role model.

**Why I Stay with It:** Although it is hard work, I appreciate the scheduling freedom and the variety each day brings. I cannot imagine a job where I have to clock in and out and stay trapped in a building all day. I love getting to know people from all walks of life, and I appreciate the challenge of an ever-changing business.

**I Participate in the State Association to:** I started out volunteering for the RPAC fundraiser because I love to throw a party! We have done some fun things to raise money: we had a wine tasting, a "Kiss the Pig" contest (which resulted in my broker having to actually kiss a pig in front of our association), and I have helped with three very successful auctions. Along the way, I have come to understand the importance of what RPAC is about. All Realtors® should be grateful to the individuals who are in Olympia advocating for our best interests as Realtors® and as property owners.

**Most Unusual REALTOR® Memory:** HMMM...there have been so many, from walking in on a stark-naked, 6-foot, bald biker who had been out partying the night before and forgot I was showing the house, to the closing that had to be extended due to the seller's insistence on having a "goodbye ceremony" over the weekend, so that they could properly say farewell to their home (which had been vacant for a year). One thing about this job, it is not dull.

**Most Challenging Part of the Job:** Keeping up with changing technology and paperwork. Keeping everyone happy.

**I Get Up Early/Stay Late to:** I have been getting up early to walk on my treadmill, and it feels great that it is finally a habit! I try not to work late, I have a wonderful husband and two great kids, so I look forward to going home.

**Outside Interests:** I volunteer at the school and I love that. My 7-year-old daughter and I just started skiing together at Mission Ridge this year. As a family, we love to go camping, boating and waterskiing in the summer.

**What I did on my Last Vacation:** We haven't had a real one for a while. We get lots of mini vacations by camping (preferably where there is no cell phone range). Eastern Washington is the best for sunshine and water! We have weekend family getaways at my mother- and father-in-law's house on Lake Chelan. I did have my first "girl vacation" with my friend Tina Burke from John L. Scott in Bellevue a few years ago; we went to Palm Springs and we tried (successfully) not to talk about real estate.

**Why I'm Looking Forward to this Year:** I am hoping this will be my best year ever. My first quarter production has been high, so this should be a great year.

**My Hot Tip for Colleagues:** I think it would have to be to give the best service you can throughout the transaction, and stay focused on the customer's needs, not the paycheck. I also think everyone should get involved at some level with their local or state association, even if it is just for a year. I really appreciate what goes on behind the scenes with Realtors® who are volunteering to better our business and improve our image to the community.

*Cindy Seyster was among those nominated for the W.A.R. 2000 REALTOR® Achievement Award. She was noted for her role as RPAC chair for the North Central Washington Association of REALTORS®, and received its 2000 second quarter REALTOR® Achievement Award.*

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