

Introduction



“If we could sell our experiences for what they cost us, we’d all be millionaires.” When American advice columnist Abigail Van Buren penned these words several decades ago, she had no idea how well they could be applied to the residential real estate field.

Some careers offer more challenges, excitement, and variety than others. Real estate is one such profession. No two days are ever the same in real estate and I suspect this is one reason why some two million Americans have chosen it for a career. It also offers unlimited income potential, a feature you are not going to find with the average desk job in Corporate America.

And while this may be a more challenging time to work in real estate than in previous years, like any field, it has its peaks and valleys. Along those lines, some of the ups and downs of the daily lives of agents are profiled here. With my nearly 15 years of working with those in the real estate industry one thing is abundantly clear—every agent seems to have at least one “war” story. In all, I have recapped more than 100 real estate stories from agents in 44 states and Canada in this book.

These professionals come from all walks of life. One could not speak English when she came to this country; another left an engineering job to sell real estate. Some were drawn to the field by a bad sales experience, while another agent got the real estate bug early, attending open houses while riding his

bicycle around the neighborhood. Others sort of stumbled into the field and, in doing so, found their calling.

In the course of writing this book, through all my interactions with agents around the country, one thing was perfectly clear. Real estate professionals have a passion and a dedication to their field that is both refreshing and touching. No matter what the trial or setback, they remained steadfastly committed to helping families achieve the American dream of becoming homeowners.

Anything that could possibly go wrong while selling real estate—flat tires, car trouble, getting lost, being locked in or out of a property, catching people in compromising positions—has gone wrong for most agents at one time or another.

This book attempts to highlight some of the more unique, one-of-a-kind real estate incidents. While the book was born out of sadness—a nugget of an idea intended to lift the spirits of a colleague who had experienced a sudden, personal family tragedy—with this book I have strived to bring you a bit of comic relief from the seriousness of everyday living as well as some inspiration.

We spend at least a third of our adult lives working. May these pages be a welcome respite after a long day's work or serve as a pick-me-up in the middle of a challenging work day.