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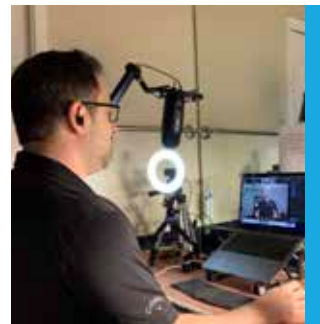
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► in your own words My Quarantine Experience



Matt Wood – Aerial Canvas

Quarantine. Social distancing. Shelter-in-place. Viral outbreak. Essential workers. Toilet paper shortage. All words and phrases that, at the age of 30, I would have never imagined would be used in everyday conversations and discussions.

From coast to coast, we've seen a total halt to the world as we know it. Our ways of interacting, doing business, learning, and anything we would consider "every day" will struggle to return to normal. Will our currency change from the dollar to be rolls of toilet paper? Will our kids see the inside of a classroom again? Will we be forced to send only one family member to the store at a time? Will

we be limited to how much time we spend with the elderly and sick who are dear to us? It's crazy to think that these may be some of the questions of our day.

I've had a unique opportunity to be on the sidelines as my wife goes to work each day to help and administer care to people who are affected by the virus. She's an anesthesiologist and has one of the most important roles when it comes to a patient who requires assistance to breathe. Her primary job is to get a clear airway and relieve pressure on patients' lungs, with an ever-so-popular device that's all over the media – the ventilator.

I think of her and her colleagues. I've had lots of them over for BBQ. That just means we're close. These people are going to work, risking themselves to help others. It's truly remarkable. I consider myself lucky because I have plenty of experts to tell me how I can remain safe and be healthy.

Considering the actions of the doctors, it forces me to think of my actions, my interactions, how I can be of service, and how I can be useful during this time. I know that this is also the case for many people in my community. We are all taking some of the normal day-to-day activities, removing them, and replacing them with more family time, more time to perfect our crafts, more time to find a new hobby, more time to burn through *Tiger King*, more time for ourselves.

I know that, for me, some of this extra time that would normally be filled with travel, work, going out, and shopping has been replaced with time to focus on myself and the things that have taken a back seat in my life. I'm grateful for it; I believe that when things are back to normal, I'll appreciate some of this extra time. I will also have plenty of toilet paper...probably won't run out till 2024, so I consider it a sound investment.

Bob Jamison

How has the pandemic affected your business?

It's been a month now since the Bay Area shelter-in-place went into effect, and for our existing transactions, it's been business as usual. As of now, all of our existing transactions scheduled for April are on track for closing. Only one transaction was delayed due to an appraisal scheduling problem. We did have two buyers cancel their transactions in the first week after the shelter-in-place order was announced.

They blamed COVID-19, but (I believe) it was more buyer's remorse since specific reasons were not given. Since then, we have not had any cancellations. Out of our 28 listings, only one seller has temporarily withdrawn their home from the market, and we are going to put the home back on the market once the shelter-in-place ends, hopefully in May. We were already using virtual tours and professional photography, so we were able to show properties to buyers online without any additional work.



How has the pandemic affected your family/home life?

In the first week, I spent \$5,000 on technology and

related changes for my home. The biggest change has been having our kids home during the day and the fact they are both doing distance learning. That meant my four-year-old needed a desk and computer, and that the five-year-old computer that my nine-year-old was using wasn't going to meet his needs. Our nine-year-old is attending distance learning with his school and is self-sufficient with Zoom and his new computer. However, our four-year-old needs to be helped a lot and isn't that engaged in the distance learning program his school is conducting. We also needed a redundant internet connection for business continuity, and I convinced myself we needed a new pair of iPhone 11 Pros so we can take better photos with our phones. I rationalized the purchases since we haven't been eating out as much, and I really wasn't sure how long the shelter-in-place would last.

We did lose Sandy's mom last week, and that has been the hardest event that has happened during this chaotic time. Her mother's passing was not related to the virus, but the shelter-in-place made it much harder to care for her at home and to grieve her loss. In many ways, I feel like my personal life is on pause since there are so many things that need to be done to remember her life. But we have had to put everything on hold until this summer. We are trying to see the bright side of this since it will give us some time to make sure that she has the best remembrance possible.

How are you, right now, continuing to conduct business (or not)?

Fortunately, we have always been a cloud brokerage, as we don't have a storefront or physical office. This was a big relief being a broker since my team is already successfully working from home, and I don't have a lot of fixed costs to worry about, such as an office lease and all the overhead that comes with an office. All of our initial client meetings used to be done at our client's homes or coffee houses, so those have been moved to video conferencing using Zoom. We are not going on as many face-to-face appointments, but our appointment conversion is actually up, and we are listing almost as many houses as normal for this time of the year.

For our buyer tours, we are not driving buyers around in our cars and are meeting them at the properties instead.

What are you currently doing differently?

We are spending more time talking to clients about their future and where they see themselves after this Corona pandemic is over. We are also focusing them on the fact that we still have a housing shortage and that demand remains strong. We listed a property on Saturday, and it went into contract in four days – over asking – when the home had not sold last summer. We always start our conversations with learning more about what our clients need and want to accomplish through real estate. This helps us (and the client) decide how pressing their need is to buy or sell so we can set up a strategy for them that works. Most of the people we talk to still decide to buy or sell since they still want to take life to the next step.

What changes have you already made to your personal or professional habits, routines, strategies, or methods?

I am blocking time during the day to spend time with my children, and I'm checking in with my agents more often. Everyone needs more emotional support now, so it is important for me to attend to their needs and give them a sense of certainty. I can't be scared or wavering about what is going on since my family and my team are looking at how I handle things more than ever. If I am fearful that the contagion will spread faster than the virus! I can't give them certainty that I know what will happen, but I can give them a sense that no matter what happens, we will adapt and execute to serve our clients.

What are you focused on?

Making sure our clients are educated about what is happening in the market and how to accomplish their goals.

What are you grateful for?

My family's health and having a great team. My team has not missed a beat and has been adapting, adjusting, and executing daily to make sure our clients' needs are served. So far, other than the loss of my mother-in-law, we haven't had any health issues come up. I do know six

people that contracted COVID-19 at a conference in the New York area that I went to five days before the shelter-in-place. So far, all of them but one have fully recovered. I'm grateful that I didn't bring it home to my family and community.

What are the surprising gifts, blessings, or silver linings in the midst of this crisis?

I think that people are going to put more importance on their home environment than ever before. With the shelter-in-place, many people are spending more time at home than they are used to. I think that this is going to stimulate move up buying when the shelter-in-place is over because many homeowners don't have adequate spaces to work from home, a yard to stretch their legs, or separation space. However much we love our family, every person needs some space to decompress and rest.

What does your daily routine look like now?

I get up at the same time that I did before the shelter-in-place and spend a few minutes meditating and setting my intentions for the day. Instead of going to the gym and dropping the kids at school, I review their Zoom meeting schedule for the day and plan when I will work and when I will help my four-year-old with his distance learning and projects. I check in with my nine-year-old to make sure he doesn't need help with anything, and then set him on his way for a 9:00 school start. Throughout the day, I check in on my kids to make sure they are on track amongst all the meetings that we have online. In some ways, it's more efficient, since I don't have to drive between homes. I try to wrap up the day with family dinner at 7:00 pm and then check in with Sandy on how the day went and what our plans are for tomorrow.

What are the new challenges you are facing and navigating?

Technology is a good thing, but when the kids are online at the same time, the connection will become slow and frustrating. With so many people working from home, residential internet services are overwhelmed. My internet provider said the usage of their system is four times normal, and all internet providers are stretched.

We also used to live in an “Amazon Prime” mentality about being able to get whatever we want when we want it, and that is not the case now. Obtaining groceries or trying to buy a webcam is not as easy as it used to be and takes more planning and thought.

How has the good of humanity shown up during this time?

Most of the time, when I have to go out for groceries, people are still in a good mood. Sometimes I think they are in a better demeanor since we are all in it together. I was at Target, and someone yelled out, “They have Toilet Paper on Aisle 11!”



Eddie Davis – Solid Impressions Appraisals
How has the pandemic affected your business?

It has had a positive effect on my business. Business fell in 2019 due to less sales activity and the fact that refinancing was slow; many owners already had good interest rates.

Business in January is traditionally slow, but this year was slower than usual. February was also slower than usual. Most predictions at that time were that real estate sales and the refinance market would continue to be slow. Then came the first interest rate drop, which appeared to motivate potential buyers and some refinances.

When the Feds lowered their rate to zero, it created a refinancing boom that was not seen in some time. My business exploded and I was getting as many as 20 requests for appraisals each day. I went from scheduling day by day to having enough orders that I

You would think that the blue light at Kmart had just gone off. Everyone patiently lined up without any yelling or pushing, and everyone said “Thank you” as the teenage stock clerk smiled and handed each of us our package of 12 rolls. I have heard more uses of thank you to customer service personnel as well. Many people are shopping for the elderly, and before we go on an appointment in person with a client, we always ask them if they need supplies. Even though things are different here, we are still so fortunate to be alive and be able to help others.

was booked out two weeks in advance. I had to tell my clients that I was not available to even consider orders within those two weeks.

The shelter-in-place orders created confusion regarding appraisers and if they are essential to the banking industry. The consensus has been we are. The majority of appraisers are senior citizens, and many decided that going into others’ homes was too much of a risk.

Another effect has been the recent (temporary) change in the process to reduce the need for appraisers to enter homes. This has only affected my business in that now, some assignments that would normally require me to enter the home do not. At this writing, I have slowed down some due to exhaustion. But, I am still getting many requests and am able to book as much business as I can handle. This is now predicted to last into next year.

As the saying goes, there is always someone who benefits from catastrophes, tragedy, someone’s misery, or crisis situations. In my experience, bad things tend to be good for the appraisal business. These situations often cause people to sell or refinance their homes due to a change in their financial situation.

How has the pandemic affected your family/home life?

I have adapted to it okay and have avoided cabin fever. Basically, because I am still able to work, I can get out of the house and do things to keep me busy.

The biggest change is the amount of time actually spent at home and, being a sports fan, not having sports to watch. The other change has been cooking and eating at home more than usual. The other change is the same as for everybody – no socialization and no family gatherings for birthdays, holidays, etc.

How are you, right now, continuing to conduct business (or not)?

I am continuing to conduct business in the absence of a clear directive not to conduct my business. As I

noted, there have been some changes in the process. Those changes will allow me and all appraisers to get some business even when we can not enter homes.

What are you currently doing differently?

Other than the temporary change in my need to enter houses, not much. My day starts and ends the same way. The only other change is not seeing friends and relatives as much.

What are you focused on?

Obviously, staying healthy and keeping my business going for now.

What are you grateful for?

So far, no person close to me has been known to be infected with the virus. Thus at this time, I am also grateful for my and their health. Although I am sad that the virus has caused so much pain for so many, I am grateful that my situation regarding business and health has been good.

What are the new challenges you are facing and navigating?

Due to the uncertainty of government and science regarding the virus, I can’t say until the country and world are closer to normal.

How has the good of humanity shown up during this time?

The good of humanity always shows up when situations affect everybody. I do not think there is a different “good of humanity” to be seen, but there is always more participation when catastrophic events occur.



Eric Galpine and Pete Pfeilsticker – Ace Relocations

When people think of moving and storage companies, they often think of “large, strong men” picking up sofas

and lifting heavy furniture into trucks. Yes, that is part of the process, but for families that are in the midst of moving, there is much more, especially in these somewhat uncertain times.

Moving is considered an essential service, just as all aspects of the housing industry are. Ace Relocation Systems is helping families to “Move New Places” and “Create New Beginnings,” while taking every precaution to protect our customers and the families that work for us each and every day.

Moving is a process of understanding the specific needs of each family and putting together a customized approach that achieves their goals. For Ace Relocation Systems, we see and further seek to understand what’s important to each of our clients. We move one family at a time.

Through these difficult times, the one thing I see is that we are treating each other with more human kindness than we did before this pandemic. I see people helping other people, smiling and waving hello while they are out walking their dogs. I see families coming together and strengthening their own family’s love and trust for one another. If there is a silver lining in this cloud, it is the understanding that we need one another, and we can’t face the adversities of life alone.

Lana Miles

Quarantine...COVID-19... Sad.

This whole situation is just a sad situation. Very sad. At first, I was in shock. Then, I poured myself a nice Moscow mule (2 oz. of vodka, 1 oz. of citrus – 50/50 lemon/lime juice, topped off with some ginger beer and a dash of angostura bitters, served over ice in a Moscow mule mug with a lime wedge). Cheers! I had a few of these and went to bed. Every time that I do not know what to do, I go to sleep. It works for me!

The next day I woke up and started calling all my friends and coworkers to see how they were doing. Everyone was feeling the same anxiety, uncertainty, and fear. I hoped to get some support and help, but I realized that everyone is going through a tough moment. Good news! We are all in this together!

Suddenly, I just accepted the fact that I am quarantined in my house, and I need to figure out how to sell homes from here. I did not have a home office before, so I created one. I started going through all my databases and reaching out to people just to say hi and see how they were doing. I

offered to go get groceries, medicine, or some paper towels (luckily, I had a lot) for them. It was so much fun! I had so many nice conversations, and I made great connections.

It is not the time to talk about business, real estate, or sales. It is time to build relationships and support each other. One week passes, then another one. I am still reaching out to more of my clients and colleges. I have noticed that they are getting very upset and frustrated with the virus and being locked down in their houses.

So, I decided to bring some positivity into their lives. I went to Safeway (stayed in the long line for 30 minutes), where I bought 25 balloons, 25 flowers in pots, 25 boxes of chocolates, 25 thank you notes, and 25 gift bags. Customers and workers at Safeway looked at me as if I was crazy. But they smiled, and this is all that matters to me right now.

I decided to do a surprise for my past clients and people that I work with. In each gift bag, I put a handwritten thank you note, a box of chocolate, and a roll of toilet paper or paper towels. I attached a balloon to each bag, and I left it at their doorsteps



with beautiful flowers. Then, I sent then a selfie of me at their doors with the present and asked them to come outside. You will not believe it, but some people almost broke into the tears when they saw the gifts. They were genuinely happy and smiled. That is all I wanted. Everyone who received a present from me could not thank me enough for making their time during the quarantine better. What they didn’t realize was that they made my quarantine time even better!

▶▶ profile

Written by Kasey Schefflin-Emrich
Photos by Hyunah Jang



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Helping Clients Make the Best Decisions

Stefan Walker has been proudly serving as a real estate agent since 1992.

“I have the opportunity to come into someone’s life in what is often a fairly stressful time. I help them make sense of their situation and what needs to be done to transition from one point to another,” Stefan said. “It’s an intense relationship and a very rewarding thing to do.”

“At the end of the day,” Stefan continues, “I’m committed to ensuring that the people who have put their trust in me get the very best deal possible. I’m willing to move mountains to make that happen.”

Stefan’s strong work ethic was ingrained in him during his childhood.

“I’ve always been willing to work hard,” he said. “It’s the way I was raised. I’m willing to do what needs to be done to make things happen. I want to do the best possible job for the people I work for.”

While hard work is certainly needed in the real estate business, Stefan doesn’t necessarily fit the mold of a real estate agent.

“I’m probably a bit more introverted than most agents,” he said. “I think this business attracts extroverts and they



are really comfortable talking and presenting, but they don’t always take the time to listen. I’m the opposite. I’m a strong listener and I utilize my resources well. When people tell me what their situation is and what they need to do, I internalize that and act on it.”

Stefan’s unwavering commitment to serving his clients led him to be a successful agent early on in his career.

“It was a different time back then,” he said. “There was no internet. It was much more of a word-of-mouth type of business, and I’ve always been very

service-oriented. I’ve always tried to deliver the best experience I possibly can. My name tended to get passed around a lot because of that.”

Despite being considered a leading real estate professional in the Bay Area, real estate wasn’t Stefan’s first career choice.

“I come from a real estate family,” Stefan said. “My mom, uncle, and cousin are all real estate agents, as were my grandparents. I initially wasn’t interested in getting into the real estate business because I heard stories at the dinner table almost every night, and

it just seemed like a really challenging way to spend your days. I’m financially very conservative. I wanted stability. I wanted a regular paycheck coming in.”

Stefan obtained a bachelor’s degree in finance from Santa Clara University and worked as a financial analyst at IBM. His decision to switch careers after three years at IBM was the result of the company offering buyouts to employees, as well as Stefan learning about his entrepreneurial cousin having huge success in Sonora subdividing old apple orchards and selling the newly created lots.

“I was really unsatisfied in the corporate world,” Stefan said. “Real estate started to become a lot more attractive. I had this confluence of my cousin telling me stories about how much

fun he was having, and IBM offering more and more money for people to go away.”

Stefan ended up taking the buyout from IBM and obtained his real estate license. He has since worked for various companies, including Contempo Realty, Alain Pinel Realtors, and Keller Williams Realty.

Stefan plans to continue to help clients with their real estate needs for many years to come.

“I can’t see myself retiring,” he said. “I’m not that guy. I don’t golf. I don’t watch TV. I like sitting on a beach, but I get bored with it after a day or so. I like action, I like things going on. There are few things I do that are as interesting and fulfilling to me as helping people I enjoy and respect with their housing and investment needs.”

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PIERRE and ALEX **BULJAN** Passion for the Profession

Those who hold a true passion for what they do excel. Because they love what they do, they seem to be able to reach further toward their potential. In turn, they achieve results many others only dream of.

The father-and-son team of Pierre and Alex Buljan are two such men who pursue their careers as real estate agents with true, unrivaled passion. As a result, their clients and their Peninsula hometown are much further ahead.

OPENING DOORS

Growing up in Burlingame, Pierre seemed destined for great things ahead. His outgoing nature and knack for building relationships were natural door openers.

“As a kid, I was not shy, of course, and I wanted to be involved with people that are like-minded,” he recalls.

It was the 1970s, and Pierre had many options as he came of age. His friendly, contagious personality could have led him into the hospitality industry. There was even interest from a studio executive who thought Pierre should explore Hollywood as a career path.

Instead, he chose to stay close to his girlfriend, Liz, who would later become his wife, and he entered real estate on the advice of a friend. Again, his curious mind, his love of people, and his robust nature opened doors to worlds of opportunity.

As he remembers, “I think it’s all based on relationships. The 49ers were building the team. I love everything about sports. And I love being around sportspeople. I was right there meeting them.”

While just in his early 20s, Pierre soon found himself conducting deals with the likes of Joe Montana, Dwight Clark, Jerry Rice, and other 49ers luminaries.

“My wife and I had our first house in Redwood Shores, and these players happened to be moving in, so I started selling these guys properties,” Pierre recalls.

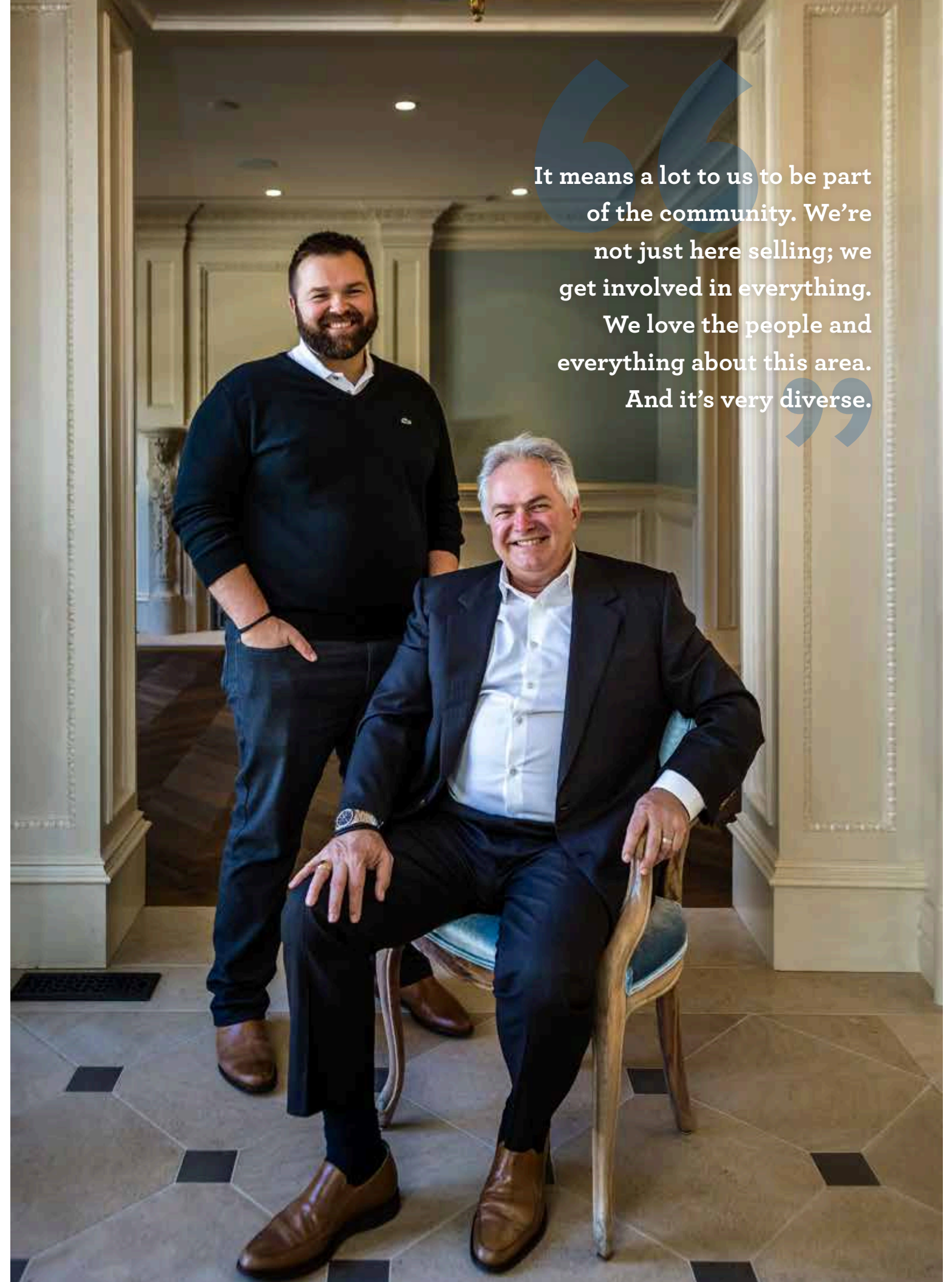
DREAM TEAM

That was just the start. Through the years, Pierre has become well-acquainted with a wide range of celebrities, sports stars, start-up geniuses, and international business icons. The trend continues today with the teamwork he enjoys with his son, Alex.

Along the way, they have amassed staggering production numbers that consistently place them among the top one percent of real estate agents in the nation.

Yet, for all of the traditional signs of success, one of the most striking “secrets” to their success is their warm, familiar, down-to-earth approach. You see, the passion for what they do begins with a genuine, sincere passion for people.

...



“It means a lot to us to be part of the community. We’re not just here selling; we get involved in everything. We love the people and everything about this area. And it’s very diverse.”

•••

As Pierre says, “If you’re a good relationship person, you treat everybody the same. Like Warren Buffett said, ‘It’s not about how people treat me, it’s about how they treat people around me.’ So I’ve always been conscientious. I have friends from all walks of life, whether they’re waiters or billionaires.”

Balancing Pierre’s wide-open, multi-tasking, exuberant personality is Alex. Together, they make an uncommon combination — with rare results.

“We’re complete opposites in many regards,” Alex says of him and his father. “I’m very organized and very detail-oriented. I’m very by-the-book, and make sure things are done right the first time, so you don’t have to re-do things 14 times before you get it right.”

On the other hand, Pierre describes himself as having “my head in the clouds with big ideas. Someone calls, and I need to drop everything in one second, go down to my automobile and look at a property in a second. I can do several things at the same time. We have this great combination that keeps the big machinery of what we do moving.”

WINNING COMBINATION

While Alex had watched his father’s real estate work for years growing up, it was never a foregone conclusion that he would enter the business.

“I didn’t want to get into real estate. I went to school for computer engineering,” Alex remembers. “After school, I came back, and I was in a couple of tech startups, including a video game company, and a social media company. And both of them kind of fizzled out.”

Alex was 25 and considered his next steps.

“That’s when my dad casually mentioned, ‘Why don’t you get your license? You can come work with me for a little while. ‘If nothing else, it will be good experience,’” Alex recalls.

So in 2012, as the market was rebounding in a big way, Alex got his license, joined his father.

As Pierre says, “When Alex said, ‘I’m going to come work with you for a while, It was like a blessing. There’s no way I could keep up to date with technology without him. I could not do this. I’d be doing a much smaller level.”

They haven’t looked back since.

“The one thing a lot of people tell me is they think it’s weird to meet a computer engineer that has really good social skills and can communicate with people,” he smiles.

Pierre and Alex are joined by Liz, who helps out in the business, in addition to being extremely connected in multiple community organizations, and even singing the national anthem at Giants games.



“It means a lot to us to be part of the community. We’re not just here selling; we get involved in everything. We love the people and everything about this area. And it’s very diverse,” Pierre says.

Recently, Pierre and Liz were hand-selected to be on the San Mateo Sheriff’s Advisory Board for the betterment of the community, alongside three to four dozen business people that contribute and support the San Mateo County community.

“It shows that we are not only doing business in the community we love but also big supporters of our community organizations for more than 40 years,” Pierre says. “It’s an honor and privilege to be selected; it can not be bought by any dollar amount.”

Pierre and Liz’s selection is confirmation that they work with integrity and character in business and in the community.

“I’ve engaged with people from all over the world that I met here. I appreciate being here. There’s no place else in the world that we want to be. In fact, I have a hard time leaving on vacation. This is vacation for me. I love being engaged here, chasing deals, chasing people. This is my whole world.”

As Pierre says with pride, “She does everything with passion. And that’s why she’s never burned out. She’s doing five things at the same time, whether it’s organizing an event for the Hillsborough Concours or Hillbarn Theatre or raising money with SolMateo or Peninsula League. We’ve been married for 35 years.”

As they look to the future, the Buljans do so with a boundless passion for their profession, their community...and its people.



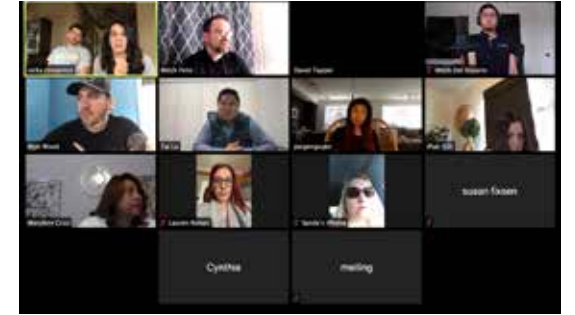
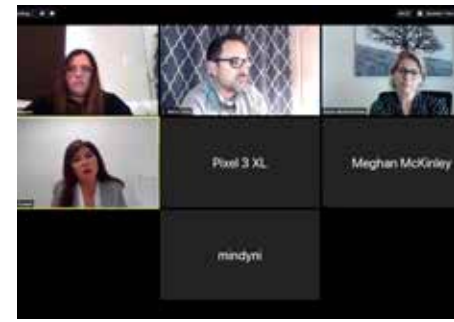
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Alain Pinel's Book

REAL ESTATE BEHIND THE SCENES GAMES PEOPLE PLAY



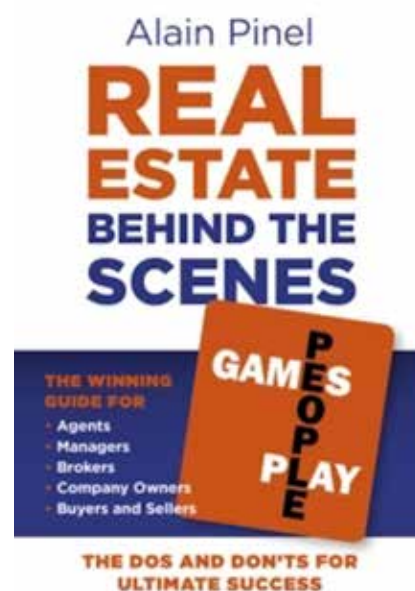
▶▶ good reads

Released on May 1, 2020, Alain Pinel's new book embodies his opinions on various aspects of the real estate business. Calling on his 43 years of real estate experience at top levels and in many countries, Alain offers readers personalized insight into ethical and controversial real estate topics.

"Over the years, I got to wear different hats from sales associate to CEO," Alain said. "I figured that I finally knew enough about the business to tell all the pros out there what not to do, what to do and how to do it. Hopefully, this will help all those involved in the real estate industry to avoid potholes on the road to success."

"I propose here to challenge the common-thinking and well-accepted legal dogmas."

Real Estate Behind The Scenes - Games People Play can be ordered on Amazon.com. Please order your copy today.



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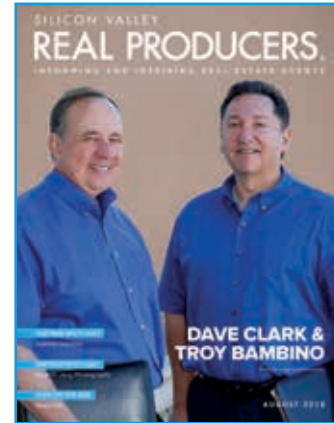
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►► tribute to dads

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DAVE CLINK

► cover story

Photos by Hyunah Jang
Written by Nick Ingrisani



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MORGAN HILL LIBRARY

The Power of **COMMUNITY**

Growing up in the Morgan Hill area of San Francisco, Dave Clink is passionate about sharing his insights and experience from the South County.

Dave graduated from CSU, Chico, with a bachelor's degree in public relations and a master's in communications and marketing. From there, he went to work on the sales and marketing team of a tech company in San Jose, but the corporate position never quite captured his passion.

"I like helping people, working with families, and selling a product that everybody truly understands."

For Dave, real estate was a natural fit from the start. He began his real estate career at Coldwell Banker in Gilroy and learned a lot through their mentorship program. Although people tend to think that technology is moving the industry past in-person training, Dave believes that it's more valuable than ever. Person-to-person relationships are vital for success in the industry.

"The real estate business is an individual game, but it can also be a team sport. Even though we're competing with each other in some respects, it's possible to be proud of your work, have each other's back, and be a part of something bigger together."

EMBARKING IN NEW DIRECTIONS

After spending 13 years as an agent, Dave decided that he wanted to do his own thing and opened his own RE/MAX franchise in Morgan Hill. One of his goals at the outset was to instill a collaborative, supportive network within his office. Part of that goal means hiring the right people, so his recruiting process is extremely selective. If Dave is investing his time and resources into somebody, he wants that effort to be mutual.

Dave's office is a great fit for agents who are looking for the freedom to define their business while being able to learn and grow in a supportive team atmosphere. After opening his doors back in 2013, Dave has built a team of around 30 people. In 2019, the office is projecting a collective sales total of \$200M. In the future, Dave would love to open additional offices throughout the Bay Area and continue to expand his network.

Another important aspect of Dave's office is maintaining a family-oriented environment. It's common to see an agent walking through the office with one of their kids, bringing them into the experience. In Dave's view, family and work don't need to be two separate worlds. Instead, they can seamlessly support each other.

...





“

You don't just live in the South County, you're part of a community of like-minded, family-focused people.

”

plugged into his home community and giving back to the place that gave him so much through his life. Along with volunteer work, Dave was elected to a four-year term as City Treasurer in 2016. He currently lives there with his wife and two sons.

“You don't just live in the South County, you're part of a community of like-minded, family-focused people. [In my real estate career] It's all about sharing insights about the area and showing why it's so relevant in the Silicon Valley real estate market.”

RAISING A FAMILY

Dave said that having kids was one of the most rewarding and life-changing experiences he's had in his life. Since they've come into his life, he's been committed to jumping at any opportunity he gets to spend time with them. He tries not to miss a minute. After all, it's only a matter of time before they grow up and get out

into the world to live their own lives. One of the ways that Dave loves to connect with his kids is by coaching their sports teams. It's a great way to deepen his relationship with his kids and connect with their friends.

In recent years, traveling has also become a top priority for Dave and his family. He's focused less on material things and more on experiences. On his computer desktop, he keeps pictures of his family and the places that he wants to take them in the near future. His rotating desktop images function as the “dangling carrot,” motivating Dave and serving as a constant reminder of what he's working for.

If Dave's at home or the office, it is community that gives his life its color and meaning. After all, happiness is only meaningful when it's shared.

When many real estate agents get started they tend to get bogged down fast and neglect work-life balance for the sake of career growth. While hard work is essential for success, Dave believes that it's easy to lose sight of what's really important in life – especially in real estate. The self-employment model is a blessing and a curse. Though it offers people the freedom to spend their time how they want to, it's seductively easy to fall into the trap of continuous work.

“This job can pull you 24/7 if you let it. So being able to control it and put family first is critical to me. They are my number one priority and my career – which I love – is my way to provide for that number one priority.”

Although Dave has had the opportunity to chase after more lucrative markets, his heart remains in the Morgan Hill area. He's committed to staying



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