

Givers Gain: Growing Your Business by Giving Back

The Benefits of Giving Back

- **Grow in confidence** – Leadership isn't about a title; it's about showing up with courage. When you give your time and heart, you develop the presence that naturally strengthens listing presentations and helps you find your authentic voice.
- **Grow in trust** – Trust is earned in the quiet moments of service. Clients and peers see that you care about more than transactions – you're invested in the well-being of your community and profession.
- **Grow your network** – Service puts you shoulder-to-shoulder with people who share your values. Those connections become lifelong allies, referral partners, and collaborators.

Ways to Give Back

- **Within the profession:** Join a REALTOR® association committee, not just for résumé building, but to shape the future of our industry.

Question: Where do I feel called to use my voice in shaping the profession?

Fill in: One committee or leadership role I could step into is _____.

- **Within the community:** Volunteer with housing nonprofits, neighborhood clean-ups, or local fundraisers – because housing is about more than homes; it's about dignity, safety, and belonging.

Question: What fills/breaks my heart enough to move me into action?

Fill in: One community cause or nonprofit I could support this year is _____

- **Within relationships:** Mentor a new agent, share your knowledge, and offer your listening ear. Every hand you extend multiplies.

Question: Who in my circle would benefit most from my encouragement and experience?
Fill in: One person I could mentor or support is _____.

- **Within society:** Support advocacy for fair housing or policies that expand opportunity. This work ripples far beyond individual clients — it helps communities thrive.

Question: How can I use my influence to help more people find home?
Fill in: One advocacy effort or housing issue I could stand behind is _____.

A Commitment with Soul

“One way I can give back this year is _____ — not for recognition, but because it reflects the kind of leader and neighbor I want to be.”

Three Aligned Actions

- Community Action: _____
- Association Action: _____
- Colleague/Client Action: _____

Service is the soil where leadership and success take root. By giving first, we deepen our impact, strengthen our communities, and grow into the leaders we're meant to be.



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