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TODAY'S BUYER'S REP

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Balancing Act:

8 Ways to Regain Your Footing

Do you feel like there are never enough hours in the day? Are you engulfed in an ongoing tug-of-war between the demands of work and life at home? For many real estate professionals, the challenge of getting everything done—much less getting ahead—feels daunting. The solution isn't simply learning how to be more productive. That's important, but most of us also need to strike a better balance between working and *living*.

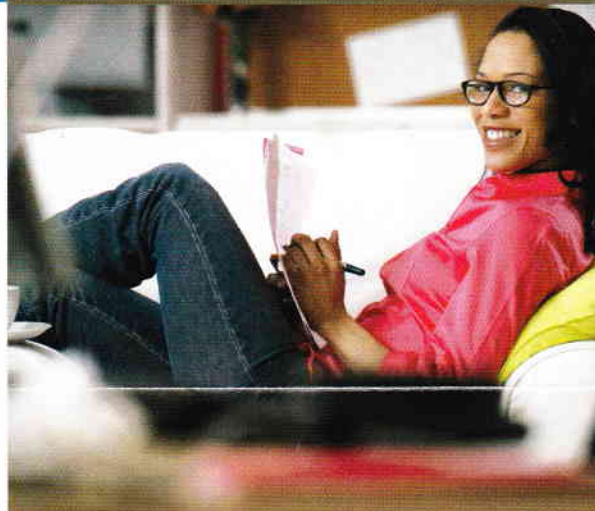
What's holding you back? There's no simple answer, nor will one person's set of solutions match anyone else's. However, several issues are common culprits. This month, *Today's Buyer's Rep* takes a closer look at eight ways to make things better. Which strategies are most essential for you?

"When someone is trying to get their real estate business off the ground, they should be resigned to the fact that they'll be working long hours, but that doesn't mean everything in their personal life needs to suffer," explains **Adorna Carroll**, ABR®, CIPS, CRB, GRI, PMN, SRES®, SRS and REBAC Hall of Fame inductee with Realty3 CT in Kensington, CT. "Family support is also a critical component because we can only juggle so many important things at once."

That's true, but there's only so much that can be asked of family and friends. At some point, they may feel left holding the short end of the stick. Work is important, but only to the extent it provides the means to attain your personal goals.

Can you have your cake and eat it too? Yes, it's possible. But it's more probable if you constantly work towards honing these eight vital skills.

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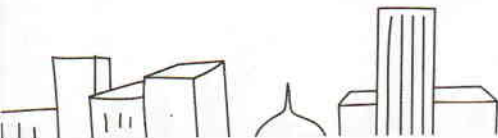
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MEMBERSHIP UPDATE

WORTH QUOTING...

"If you always do what you've always done, you'll always get what you always got."

- Anonymous



Congratulations!

New Inductees to the REBAC Hall of Fame

The REBAC Hall of Fame was established to acknowledge real estate professionals who have made a lasting impact on buyer representation through their dedication to superior client services, skill-based education and community service. This year's inductees were honored at a special reception held during the REALTORS® Conference & Expo in New Orleans:

Rick Conley, ABR®, e-PRO®, GREEN, GRI, SFR®, SRES® has over 26 years of real estate experience and is approved to teach all the designations and certifications he holds. He is also a graduate of the Walsh College of Executive Management and Dale Carnegie Institutes. Rick is currently the leading instructor in Michigan. He strives to engage his students in practical open forums, maintaining a positive and lasting experience.

Lora Cusumano, ABR®, ABRMSM, CRB, SFR® is a top specialist in exclusive buyer representation who leads a team of exclusive buyer agents in New York and Florida (Long Island House Hunters, Palm Beach House Hunters, and LUX House Hunters Luxury Homes). She is a production leader committed to excellence who personally represents many celebrities, sports stars and high profile clients.

Eloise Eriksson Martin, ABR®, GREEN, MRP, SFR® has been actively involved in the real estate industry for 30 years, making significant contributions as a leader, mentor, and volunteer. On the national level, Eloise served on NAR's Board of Directors from 2006–2011, REBAC's Advisory Board since 2009, plus other committees and work groups. She also served as a subject matter expert for the most recent revision of the ABR® Designation Course.

Greater Metropolitan Association of REALTORS® (GMAR) is the premier Association of REALTORS® in Southeast Michigan, providing services and support to the real estate profession and the communities they serve. With over 6,000 members, it is the largest local REALTOR® association in the state. Its mission is to be the leading resource for the real estate community in Southeast Michigan.

November is Designation Awareness Month

Each November, we encourage you to take advantage of the wide array of benefits offered by NAR's prestigious designations and certifications, including Continuing Education (CE) credits in many states. For a complete list of NAR's official certifications and designations, visit Realtor.org/designations.

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