



**DISTINCTIVE WOMEN**  
A NATIONAL PUBLICATION AND ONLINE COMMUNITY

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## TANYA WTTEWAALL

SENIOR MORTGAGE AGENT - AMP™, BCOMM

*“Believe in the Power of YES!”*

**Your mantra is ‘Believe in the Power of Yes.’**

**How did you formulate that?**

I live in the present – knowing every moment that I have enough; I am enough. Good days or bad days are just moments. And, if an opportunity comes my way, I say YES to it, in case it never comes back. YES empowers me to choose spontaneity over routine.

**That’s an interesting philosophy. What happens when you have setbacks?**

I don’t attach a story or sense of self-worth to it. If the situation is not under my control, I let it go. For my clients, I always set the expectations right away so if circumstances arise, they are prepared for it. I also rely on my support system – my business coach who keeps me focused and accountable, and my husband who is a realtor.

**A little bird told us you were a very shy child.**

**How did you overcome that to end up with 17 years in the real estate industry?**

I made cold calls - excruciating. I literally took out the White Pages (remember those?) and would randomly call people. Every weekend, I would visit open houses, drop off marketing materials and ask the realtors out for coffee. I was 23, so they thought I was inexperienced. I had a lot of growing pains, but I kept at it. Once you get momentum, every process gets easier. Now I speak at seminars and workshops.

**Of all the lessons you now share, what are the most important?**

Thrive on change. Attend conferences, seminars, industry events - anything that keeps you up to date. Be an innovator for your clients. Network. Get out there at least once a week to meet industry members.

**What did life look like before mortgages?**

My husband and I ran a dating company! That’s right - we set up people on dates!! He is my best friend. We now have two beautiful daughters. I was and still am a squash player, sailor and artist.