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THE

REP 200

Discover how the country's top 200 agents
took their business to new heights



WHEN BUYERS BACK OUT

What one GTA agent did when faced with every seller's worst nightmare

IS DUAL AGENCY REALLY DEAD?

BC's regulator has paused its plans to end dual agency – but for how long?

SOUTH OF THE BORDER

How Canadian agents can service one of the hottest markets in the US



SHAWN ZIGELSTEIN
Royal LePage Your Community Realty

Richmond Hill, ON

Shawn Zigelstein's forthright approach has been one of the key components of his continued success with Royal LePage and his ability to create lasting client relationships. "I have had to tell clients not to sell or not to buy a house," Zigelstein says. "They appreciate the honesty and the fact that you are there to become a long-term advisor for them."

When asked what sets one Realtor apart from another, Zigelstein says it's consistency. "Many agents are not consistent in what they do and do not have plans or formulas in place to make sure that everything is running the way it should," he says.



NAS KLAYME
RE/MAX Nova

Halifax, NS

Nas Klayme had his share of doubts when he first became a Realtor on the advice of an agent who told him he could make a name for himself in the business. "I was extremely intimidated," he says. "I never thought I would be able to be as successful as other top agents. But within a couple of years of being in the industry, I realized we are all the same and that if you work hard, you can achieve the same success."

Thirteen years into his career, Klayme is one of RE/MAX's top 10 agents in the Maritimes. He has been a member of the company's 100% Club four times and ascended to Chairman's Club level in 2017.

PHIL MOORE
RE/MAX Central

Burnaby, BC

It's been almost 30 years since Phil Moore left his career as a Vancouver police officer to become a Realtor. The two jobs seem radically different, but Moore says the negotiating and mediating skills he learned as a cop have allowed him to excel in sales. In addition to his annual appearance among the top 1% of Greater Vancouver agents, Moore is also the incoming president of the area's real estate board, where he is responsible for leading more than 14,000 Realtors and enhancing the industry's image.



WASIM ELAFECH
Century 21 Bravo Realty

Calgary, AB

Wasim Elafech has been absolutely killing it for Century 21. He has been the company's number-one Realtor worldwide, its top performer in Canada and the number-one agent in Calgary three years in a row. He says his work with first-time buyers and real estate investors, for whom finding the right property is key to mapping out a rewarding future, has been a particular point of pride.

"I won't let one of my clients purchase a home I don't think is right for them or may not have great resale value," he says. "That's where a lot of my business comes from." Elafech admits that level of honesty can lead to a loss of business, but "it's important to be true to yourself and your clients."



WENDY SILTAMAKI
Royal LePage Lannon Realty

Thunder Bay, ON

A graduate of the National Ballet School of Canada, Wenedy Siltamaki successfully ran her own wholesale fashion sales agency in Toronto before moving to Thunder Bay and working her way to the top of the market. Siltamaki's clients have come to depend on her knowledge, discipline and work ethic. In addition to being a multiple award winner with Royal LePage, she is also well known in Thunder Bay for her work with the Canadian Cancer Society and the local real estate board.