

AN AFTERNOON CHAI WITH SAM McCALL

In a relatively short period of time, he has risen to the top ranks in West Vancouver's prestigious real estate market. Dignified and cultured in his demeanour, well-spoken, armed with a varied business skill set and proficiency, and backed by a broad knowledge base of the diversity within which he practices his art, Sam McCall has fast become a familiar name among residents of this beautiful community.

Dream Homes of Canada recently had

an opportunity to sit and chat with Sam between showings one afternoon in a Dunderave café. This is an excerpt of our conversation.

You come across as a fascinating person who's done some very interesting, even exceptional things in your life. You've got a considerable business background, you're well travelled and accomplished – yet you've got a friendly and approachable manner that at once creates a comfort zone.



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What drew you into the world of real estate?

An opportunity to be independent, work on my own terms and for myself. It is a rewarding career - it appealed to me because of the variety of different people with whom you interact on a daily basis. Also, you can do it at any level you want giving you flexibility.

Was it a difficult transition?

No; it was challenging though; requiring dedication, single-mindedness of purpose; focus, hard work and many long days; In any business, to be at the top, you have to put in that kind of hard work—can't do it on an 8 hour day.

How did you propel yourself to the top in such a short time frame?

Beyond being focused and dedicated, my personality assets work to my benefit—calmness, easygoing, hardworking, not fazed by much; I don't add stress to the equation; I don't get emotional in a business that can be quite emotional; A home is the most important asset anyone buys or sells in their lives; It's important to maintain clarity of thought and not get wound up. My personal assistant, Carla, is also a great help in my business.

What is the most challenging aspect of Real Estate?

Creating the business. It's not an easy business to get into; The top 10 percent of realtors handle the bulk of the business; perhaps as much as ninety percent of it. Getting into that top ten percent when you start takes a considerable effort. You can't rely on friends and acquaintances to carry you; The business is built on your own merit.

Why did you choose West Vancouver?

It is a special and wonderful part of the world – West Vancouver. There's no place like it. The community has changed so much, both physically as well as demographically. Vancouver has a beautiful fantastic climate, it is safe. Something like 45,000 people moving in annually - keeps the housing market strong. Vancouver is also a very well-planned city; our downtown core is mixed use with lots of vibrancy; The city is growing and becoming more international. 1 in 3 people are of Asian descent; cosmopolitan; full of ethnic cultures; interplay between cultures is very positive. The Olympics will bring great visibility to the city; Good strong local economy, low interest rates; infrastructure for the Olympics is setting Vancouver up for the future to be one of the world's great cities.

What does a Sam McCall day look like?

Early riser because that's when you have some quiet time, plan the day, day comes to life around 9 am, up several hours before; meetings with clients; showings, negotiating contracts; Satisfying when you can conclude transactions with a happy buyer and a happy seller.

What does Sam do in his own time when he is not selling Real Estate?



Loves to read; variety of fiction, biographies. Not so much time for holidays and travel at the moment with the market being so active.

Where do you see yourself in the next 5 years?

Same place as now, continuing to work hard and enjoy the business. If I didn't enjoy it I wouldn't do it. This business offers lots of satisfaction and rewards; variety; satisfaction of helping people achieve their dreams;

What words of wisdom would you like to share with aspiring entrepreneurs?

Desire, will, work ethic and perseverance are key attributes of success. The most important attribute of a businessperson is to see the job through from start to finish; desire to do well with whatever you do, giving it 100% every time so your clients receive the best possible sales prices for their homes.

If you could make one statement about your personal philosophy of living, what might that be?

Pretty simple for me: a lot of my life is my work at the present time, but that's ok. My wife, Sherrill, is very supportive, which is great. I've had enough variety and fun in my life so that it's given me a broad range of satisfying experiences; Sitting on a beach doesn't have the same appeal as it once did. I'm happy with where I'm at in my life.

