



Canadian Realtor
Referral Network



Thoughtful

Planning

Life Balance

craig finnman
REALTY GROUP®

*"Your Edmonton
and Calgary
Referral Partners"*

jason streich

Sharing Successes

1st
EDITION

We hope that you'll enjoy reading our unique collection of inspiring quotes, advice and wisdom from top Canadian real estate agents that was created on a simple principle... to help you achieve your goals.

This booklet will provide you with easy access to the many quality referral partners we're connected with from all across Canada — expert agents from reputable brokerages who want to be held accountable for their performance.

Starting on page 13 in a section titled, **“Your List of Canadian Realtors”**, we're sharing the many connections we've made from all-around our country.



This **“Sharing Successes”** publication was founded/funded entirely by the two successful Canadian entrepreneurs, Craig Finnman and Jason Streich. Both share a deep understanding of how trust is imperative to a successful

professional relationship. In addition, both Craig and Jason have experienced the power gained by fostering relationships with referral partners and the meaning of “givers gain”... determined to change the old-school mentality of “looking out for #1.”

Are you a Buffini One2One Member?

If you're not already connected with us, then we want to get to know you!

Join our **Canadian Buffini One2One Members Facebook Group**, see: bit.ly/canadianonetoone



If you would like to be considered for future editions, then please submit your quotes and/or advice to **Craig** (craig@craigfinnman.ca) or **Jason** (jstreich@shaw.ca).

Kindness...

“Don’t mistake my kindness for weakness” and “kill them with kindness.” These two quotes go hand-in-hand. Being exactly who I am and behaving as my true self is when I achieve the most.

People trust me and gravitate towards me knowing that I am calm and trustworthy and knowledgeable. My real lifelong clients have seen just how I can convince the other party to do what I want done. They just tell me to put on my smile and go get the deal done! I love that. I get a thrill out of winning :-)

■ **Helen Tsakalos** — Montreal, QC

Backbone...

“To succeed in life, you need three things: a wishbone, a backbone and a funny bone.” — Reba McEntire

“If it wasn’t hard, everyone would do it. It’s the hard that makes it great.”
— Tom Hanks

■ **Shirley McDonald** — Calgary, AB & Area

Believe...



“Your work is going to fill a large part of your life, and the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do. If you haven’t found it yet, keep looking. Don’t settle. As with all matters of the heart, you’ll know when you find it.” — Steve Jobs

■ **Jason Streich** — Calgary, AB & Area

Personalization...



I recommend personalizing pop-bys. As all of us know, Buffini provides ready-to-print pop-by tags, which I take to my printer and have it personalized. It can be a simple change like adding my name to the tag line or the Oh by the way tag line... to changing the picture to include my family. I find I get a much greater response when I include a picture of my family in the pop-by tag.

■ **Albert and Gloria Yu** — Toronto, ON & Area

Accountability...

*A response to a couple of questions someone once asked me: “**Why do you bother using a coach?**” Response: “**Because accountability brings me results.**” and “**Why do you volunteer as much as you do?**” Response: “**It’s good for the soul!**”*

■ **Sylvie DesHaies** — Kingston, ON & Area

Focusing...



*“**There are about half a dozen things that make 80% of the difference...you should be spending most of your time on those few things.**” — Jim Rohn*

■ **Craig Finnman** — Edmonton, AB & Area

You got this...

All you need is inside you... just don’t be afraid to look.

■ **Woody Kuraoka** — North Okanagan, BC & Area

Determination...

Don’t give up — don’t ever give up!

■ **Jason Streich** — Calgary, AB & Area

Be happy...

“When I went to school, they asked me what I wanted to be when I grew up... I wrote ‘HAPPY’ — they told me I didn’t understand the assignment, and I told them they didn’t understand life!” — John Lennon

- **Craig Finnman** — Edmonton, AB & Area

Execute...

Don’t think — just DO! Stop over-thinking everything and just execute!

- **Diana Baggett** — Barrie, ON & Area

Don’t hate...

“Throughout life people will make you mad, disrespect you and treat you bad. Let God deal with the things they do, cause hate in your heart will consume you too.” — Will Smith

- **Jason Streich** — Calgary, AB & Area

Profiling...



I use the Heritage Profile system to determine 2 things about a client; I am always looking to determine if they are a motivator or facilitator and if they are pragmatic or aesthetic in nature.

Once I know these 2 things about the person, I work to communicate in their style. Makes a huge difference in connecting with them!

- **Dan Petersen** — Fort St. John, BC & Area

Make a difference...

“Being an entrepreneur simply means being someone who wants to make a difference to other people’s lives!” — Sir Richard Branson

■ **Craig Finnman** — Edmonton, AB & Area

Smile...



Responding to our clients within a short period of time and being “Present” with gratitude and a smile.

■ **Wendy McLeod** — Vancouver, BC & Area

Steps...

“First, think. Second, believe. Third, dream. And finally, dare.” — Walt Disney

■ **Jason Streich** — Calgary, AB & Area

Connections...

REAL ESTATE IS A CONTACT SPORT! Our job is to be the one to make the contact.

CONFIDENCE is created by the combined actions of preparation and execution.

■ **Sharon Jensen** — Nanaimo, BC & Area

What to say...

“Don’t say, ‘If I could, I would.’ Say instead, ‘If I can, I will.’” — Jim Rohn

■ **Craig Finnman** — Edmonton, AB & Area

Do more...

“Over exceeding and doing more than what you are paid for...” It is all about the client and not yourself.

Giving back and helping others get what they want and always have an attitude for gratitude.

■ **Sam Moussa** — Ottawa, ON & Area



Opportunities...

“The White Sox declined, but that conversation led to another, in which Billy discovered... life is about discovering new opportunities.”

— Michael Lewis

From the book, MONEYBALL. It's my favourite success tip and reminds me that I'm never just working for today.

■ **Don MacDonald** — Red Deer, AB & Area



Money...

There is nothing wrong with men possessing riches. The wrong comes when riches possess men.

■ **Craig Finnman** — Edmonton, AB & Area

Positivity...

Always portray the positive...Find a way to always dialogue in the positive, no matter how difficult the message is that you have to convey.

■ **Louisa Cochrane** — Vernon, BC & Area

Wisdom...

1. Never underestimate the power of relationships. Start a networking group, get to know the people around you and become a hub of connection and relationships.

2. Helping people and coming from a place of service is always the best way. You will be rewarded down the road if you listen to the wisdom that what you give out in slices will come back in loaves!

■ **Krystal Lee Moore** — Guelph, ON & Area

Continuity...

Success is not final; failure is not fatal: It is the courage to continue that counts.

■ **Jason Streich** — Calgary, AB & Area

Consistency...

Showing up and being consistent have proven to be the difference maker in my business and my life.

“Discipline is the bridge between goals and accomplishment.” — Jim Rohn

■ **Stephanie Winger** — Windsor, ON & Area

Balancing...



“Do the Walk of Life!” Every day, work on one of your circles — ***“Family, Business, Personal, Financial and Spiritual.”***

Keep them spinning and you will have a great life! Sometimes one will spin too fast so slow it down & work on another! Sometimes it is easier to say than do so just do! Carpe Diem!

■ **Sarah Eales** — Maple Ridge, BC & Area



Words and ideas

“No matter what people tell you, words and ideas can change this world.”

— Dead Poets Society

■ **Jason Streich** — Calgary, AB & Area

Routine...



Focus on 1 hour of lead generation 5-days a week. If you fall behind, focus on winning the day!

■ **David Corrie** — Abbotsford, BC & Area

Comfort...

“Comfort and prosperity have never enriched the world as much as adversity has.”

■ **Craig Finnman** — Edmonton, AB & Area

Making adjustments.....

“Success leaves clues. Be a better observer of the winners and the losers, those who are doing well and those who are falling behind... adjust what you’re doing based on what you see” — Jim Rohn

Don’t fight the system, work it!

■ **Bob Toews** — Abbotsford, BC & Area

No secrets...



“There are no secrets to success. It is the result of preparation, hard work, and learning from failure.” — Colin Powell

■ **Jason Streich** — Calgary, AB & Area

Organize events...

Every month I invite 12 of my favorite clients to do something with me, like attending Wine Tasting, Micro Brewery Tour, or a Zumba Dance Class. The events are often free for first-timers and they allow me to build community within my database. As I get to know my A+ clients even better, I can further personalize the services I offer and generate more referrals.

■ **Jenn Luiten** — Saskatoon, SK & Area

Have fun...

Surround yourself with people who take their work seriously, but not themselves, those who work hard and play hard. Real estate is supposed to be fun.

■ **Jason Streich** — Calgary, AB & Area

Inspiration...



“Success isn’t just about what you accomplish in your life; it’s about what you inspire others to do.” — Unknown

My tip that I have found helpful, is spending time reaching out to my fellow Realtors — it is really starting to pay off, and I am developing trusting relationships that will continue for many years. I love connecting with fabulous people and growing a friend base where we live and breathe everyday — our business!

■ **JoAnne Davies** — Belleville, ON & Area

Friendship...

Treat clients like your friends and family — truly want the best possible outcome for them.

■ **Ruth McNab and Anthony Van de Ven**
— London, ON & Area

Ideal client...

“The Fortune is in the Follow Up.”

— Anonymous

Also, one of the things I have recently implemented in my business is clearly defining who my Ideal Client is. I’ve spent quite a bit of time on this activity and continue to clarify it but, I’ve really noticed many aspects of this starting to show up more and more in the people coming to me as of late.

■ **Jennifer Field** — Abbotsford, BC & Area



Preparation...

“Those who fail to plan, are planning to fail.” — Benjamin Franklin

One of my favourite quotes and something that I try to practice... preparation and planning. Like Brian Buffini always says amateurs do it on a whim, and professionals practice confident.

Preparation and practice are some of the best things that help me most in my business, and really, life in general. When I can plan out my calendar, my week, or my presentations it helps me greatly in every aspect.

■ **Frances Snider** — Guelph, ON & Area



Be yourself...

“Don’t chase people. Be yourself, do your own thing and work hard. The right people — the ones who really belong in your life — will come to you and stay.” — Will Smith

■ **Jason Streich** — Calgary, AB & Area

The little things...

Doing the little things that are meaningful to people every day in an exceptional and consistent manner is worth a fortune. Brian's 'working by referral' calls, notes, and pop-bys are the most important 'little things' that I do.

■ **Bill Reason** — Toronto, ON & Area

Take a break...



You have this idea that you'd better keep working or people will forget about you. And that's dangerous. And then you realize, NO... people might actually be more interested in someone who takes regular breaks.

■ **Jason Streich** — Calgary, AB & Area

Kindness...

Some of my most famous mottos have been...

"You fall down, you get back up; Attitude is everything; and Stop if you must, but don't ever quit — persevere".

And what is currently on my licence plate... "FUGIMO" (FU guys — I'm moving on). Be kind to everyone regardless of the crap thrown at you and eventually you will be repaid for your kindness by the power higher up.

■ **Anna Moscardelli** — Toronto, ON & Area

Appreciation...

Organize appreciation parties with your current and past clients — it's the best way to re-connect! I had successes with an 'Annual Pie-giveaway Party' prior to Thanksgiving, a 'Sushi-making Party' and 'Outdoor BBQ Parties' at local city parks. Everyone loves free food! Start small... attendance (and referrals) will grow before you know it!

■ **Rie Takahashi-Zhou** — Kamloops, BC & Area

Wishing wisely...

“Don’t wish it were easier; wish you were better. Don’t wish for less problems; wish for more skills. Don’t wish for more challenges; wish for more wisdom.” — Jim Rohn

■ **Craig Finnman** — Edmonton, AB & Area



Memorization...

Spend time on memory work of any kind: whether it’s scripts, a verse, poem, phrases, etc., or what you say to yourself. We all suffer at times from saying the wrong thing to ourselves, so it’s key to have something that trumps the “bad dialogue” competing for our mind space.

■ **Ann Stanley** — Kelowna, BC & Area

Do it well...

“Do what you do so well that they want to see it again and bring their friends.” — Walt Disney

■ **Jason Streich** — Calgary, AB & Area



Preparation...

One of the things I find helpful on a first meeting (especially if the clients are looking for comparisons with other realtors).

*I always bring a hand written note and leave it with them as I leave... **“thank you for showing me your lovely home...”** and I have a pop by candle for their home that says **“working with a realtor like me... makes scents!”***

■ **Patrick Pinsonneault** — Chatham-Kent, ON & Area

Faith...

“Faith is taking the first step, even when you don’t see the staircase!” — Martin Luther King Jr.

■ **Craig Finnman** — Edmonton, AB & Area

Caring...

Continue to grow in your business, work towards customer/client care. Love what you do, do it well and do your best.

■ **Michael Coffin** — Windsor, ON & Area

Have Courage...



Courage is contagious. When a brave man takes a stand, the spine of others are often stiffened.

■ **Craig Finnman** — Edmonton, AB & Area

Prioritize...



Put the big rocks in first. I prioritize 12 weeks of holidays and professional development each year to stay fresh and balanced.

■ **Mark McVey** — Prince George, BC & Area

Hardship...

Mountaintops are for views and inspiration, but fruit is grown in the valleys.

■ **Craig Finnman** — Edmonton, AB & Area

Your List of Canadian Realtors

By province, city & local areas*

Alberta

Airdrie & Area	Martin & Margo Durocher, 403.948.7479
Brooks & Area	Brad Stolson, 403.362.0123
	Jesse Vanslyke, 403.362.0123
	Michael MacDonald, 403.362.0123
Calgary & Area	Jason Streich*, 403.807.2204
	Jodi Flodstedt, 403.650.6183
	Kara Lee Foat-Barrett, 403.703.7659
	Nick Sedrak, 403.247.5171
Camrose & Area	Corey Jacobsen, 780.608.8180
Cochrane & Area	Cheryl Vanderwater, 403.863.3673
Cold Lake & Area	Louise Johnson, 780.812.0979
Edmonton & Area	Craig Finnman*, 780.982.1589
	Will Hickey, 780.499.3610
Grande Prairie & Area	Dan Drake, 780.539.5771
	Dennis Stauffer, 780.539.5771
	Mark Street, 780.933.9233
Hinton & Area	Amy Darkes-Corrigan, 780.865.1200
Innisfail & Area	Brian Sawyer, 403.227.5571
Lacombe & Area	Michael Gouchie, 403.782.3171
Lethbridge & Area	Trevor Stuart, 403.795.4486
Lloydminster & Area	Krysta Lopaschuk, 306.665.1097
Medicine Hat & Area	Julia Lacey, 403.594.4242
Morinville & Area	Linda Getzlaf, 780.690.3861
Olds & Area	Shirley McDonald, 403.638.6386
Red Deer & Area	Glen Goodall, 403.318.0604
	Tim Maley, 403.550.3533
	Lori Cartwright, 403.302.9076
	Tammy Jensen, 403.550.4573
	Tony Sankovic, 403.391.4236
Rocky Mountain & Area	Kim Elliot, 403.844.5494
	Jody Saarela, 403.846.6595
	Len Phillips, 403.844.6954
Three Hills & Area	Don MacDonald, 403.888.7775
Vulcan & Area	Lyle Magnuson, 403.633.2222

British Columbia

Abbotsford & Area	Bob Toews, 604.857.2341
	David Corrie, 604.897.1454
	Jennifer Field, 604.309.5406
	Jim Giesbrecht, 604.308.8025
	Scott Handyside, 778.846.7253
Burnaby & Area	Vern Totten, 604.842.8376
Chilliwack & Area	Kelly Lerigny, 604.703.5564
Courtenay & Area	Michele Courtney, 250.703.1571
Cranbrook & Area	Barry Seitz, 250.426.8211
Enderby & Area	Paige Gregson, 250.308.2928
Fort St John & Area	Dan Petersen, 250.785.5520
Kamloops & Area	Dick Pemberton, 877.374.3331
	Rie Takahashi-Zhou, 250.851.2000
Kelowna & Area	Ann Stanley, 250.317.8171
	Tracey Boorman, 250.864.6606

* We apologize for any errors that you might discover — please don't hesitate to contact us for any corrections required for future publications.

Sharing Successes

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EDITION

Canadian Realtor
Referral Network



Presented by **Craig Finnman**
(Edmonton & Area) and
Jason Streich (Calgary & Area)
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Maple Ridge & Area	Brian Fedysen, 778.233.5695 Sarah Eales, 604.202.7272
Nanaimo & Area	John Surtees, 250.751.1223 Jeff King, 250.756.2112 Sharon Jensen, 250.756.1132 Susan McGougan, 250.755.9221 Julie Wilson, 250.352.3973 Lawrence / Dawn Setter, 250.951.4078
Nelson & Area	Gil Szabo, 250.492.1011
Parksville & Area	Keven Braet, 250.613.6370
Penticton & Area	Mark McVey, 250.649.6275
Prince George & Area	Patti Martin, 604.317.7768 Brett Bradstock, 250.515.1170 Lorenda Simms, 250.217.5353 Katrina Amurao, 604.644.7686 Mohamed Mansour, 604.319.5827 Shawn Webster, 604.833.7860 Valerie Berg, 604.318.1188
Richmond & Area	Leslee Cooper, 778.886.7801
Salmon Arm & Area	Rob Britch, 604.240.5813 Wendy McLeod, 604.880.8109 Wilson Su, 604.257.8889
Sooke & Area	Don Miller, 250.550.2125 Louisa Cochrane, 250.550.6561 Woody Kuraoka, 250.503.6169
Surrey & Area	Cheri Crause, 250.592.4422 Joanne Brodersen, 250.744.3301 Miles Takacs, 250.857.6805 Nick Honour, 250.479.3333 Sandy Berry, 250.818.8736 Barbara Ann Kisiloski, 604.612.8855 Linda Morgan, 604.619.6565 Susan Vollmer, 604.805.2941
Vancouver & Area	
Vernon & Area	
Victoria & Area	
White Rock & Area	

Manitoba

Winnipeg & Area	Evgeny Potashnik, 204.294.0794 Chris Kenny, 204.899.4558
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New Brunswick

Moncton & Area	Dwayne Hayes, 506.866.0781
Oromocto & Area	Angela Rutter, 506.471.5791

Newfoundland

Mount Pearl & Area	Dulcie Sharpe-Turpin, 709.689.1640 Olga Pippy, 709.689.7710
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Nova Scotia

Halifax & Area	Chantal Levesque, 902.449.6991 Paula Langille, 902.292.1330
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“Referrals from other agents are like gifts from the real estate gods. The key is figuring out how to get them.”
— Toby Welch

Ontario

Ajax & Area	Jennifer Foley, 905.442.9488 Julia Seaton, 905.621.7064 Rick Menary, 905.441.7327
Aurora & Area	Janet Nielsen, 905.727.1941
Barrie & Area	Anna Small, 705.790.9898 Diana Baggett, 705.770.9646
Belleville & Area	Dick (Richard) Dunham, 613.921.7319 Edie Bonisteel, 613.966.6060 Jo Anne Davies, 613.920.0021 Sharon Donahoe, 613.921.8256
Bracebridge & Area	Wendy Webb, 705.706.3645
Brampton & Area	Bill Reason, 905.460.5018 Jackie Labelle, 416.456.1000 Tom Asensio, 647.333.6811 Amanda Scanlan King, 905.450.8300
Burlington & Area	Bobbie Miles, 908.630.4802 Jeanne Bucci, 905.634.7755 Kim Osborne, 905.599.9179 Shannon Sullivan, 905.220.0178 Suzanne Hooker, 289.259.6760
Cambridge & Area	Eric Skovsgaard, 519.579.4110 Laura Underwood, 519.222.5090
Chatham & Area	Kelly-Anne Appleton, 516.365.7155
Chatham-Kent & Area	Patrick Pinsonneault, 519.360.0141
Collingwood & Area	Doug Linton, 705.444.9643 Ian Hawkins, 705.446.5136
Cornwall & Area	Chris Drozda, 613.258.6299 Maureen Grady, 613.612.9683 Steven Iwachniuk, 613.932.4663
Essex & Area	Stephanie Winger, 519.567.1622
Georgetown & Area	Mimi Keenan, 416.938.5158
Guelph & Area	Frances Snider, 519.824.9050 Jeff Nethercott, 519.767.8584 Krystal Lee Moore, 519.400.8394 Linda Duszczyszyn, 519.993.5505
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New Liskeard & Area	Judie Martin, 705.648.5083
Newmarket & Area	Gary Haick, 905.898.1211 Jennifer Clements, 416.997.4312
Niagara & Area	Brenda Rowe, 905.327.8290 Emily Barry, 905.380.4372 Amy Layton, 289.686.5004
Oakville & Area	Rob McKichan, 647.892.8439 Sandra Rakowska, 647.884.1544

Oshawa & Area	Debbie Lopez-Taylor, 905.449.1047 Lisa Coulter-Dominguez, 905.706.0741 Michael Dominguez, 905.925.1299 Natalia Halenda, 905.242.6568
Ottawa & Area	Chris Goneau, 613.282.3044 Dennis Tarrant, 613.875.9714 Eric Perron, 613.863.7568 Jennifer Chamberlain, 613.818.5662 John Payette, 613.299.1166 Larry Aldea, 613.601.6834 Lynn Vardy, 613.315.5966 Marc LaFontaine, 613.720.5006 Margaret Burniston, 613.323.4903 Orlene Sehlstrom Campbell, 613.290.8372 Sam Moussa, 613.715.1482
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Port Perry & Area	Carolyn Wilbur, 905.985.4427
Sarnia & Area	Anna Moscardelli, 519.339.0864 Mark Armitage, 519.381.4143 Pamela Park, 905.435.2543
St Catherines & Area	Johnny MacDonald, 905.650.6633
Stoney Creek & Area	Dan Ferguson, 905.516.3377
Sudbury & Area	Liz Spooner-Young, 705.691.3208
Thornhill & Area	Sam Chaim, 416.543.7252
Thunder Bay & Area	Jeff Clara, 807.628.4360 Mary Sabo-Bandiera, 807.626.0211 Tera Jerry, 306.230.8703
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Windsor & Area	Amy Bondy, 519.980.2898 Mike Coffin, 519.980.2897
Woodbridge & Area	Bruno Mauti, 416.520.6791
York & Area	Cathy Walker, 905.477.0011

Quebec

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Saskatchewan

Regina & Area	Alice King, 306.535.9716 Shawn Dreger, 306.596.0725
Saskatoon & Area	Jenn Luiten, 306.227.2348 Jennifer Krystyniak, 306.850.7456 Ken Glauser, 306.241.3131 Susan Walker, 800.346.4037

Our Canadian Rockies shine in this photo by Chris Burkar.



To give real service, you must add
something which cannot be
bought or measured with money,
and that is sincerity and integrity.

DOUGLAS ADAMS

"Your Edmonton and Calgary Referral Partners"



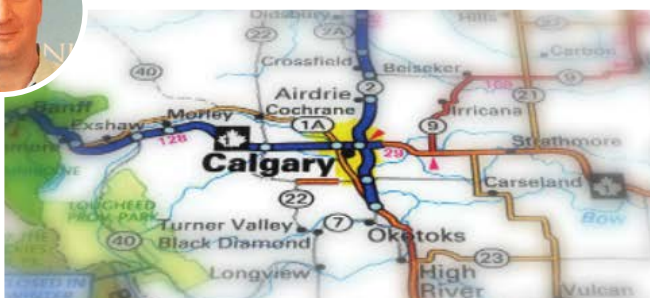
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