

COLDWELL BANKER HORIZON REALTY

INNOVATION AWARDS

SPECIAL EDITION 2017

**NUMBER ONE
COLDWELL BANKER
OFFICE IN CANADA!**



Number One Ultimate Service® Office in Canada

For the 18 year in a row Horizon Realty accepts the top award given based on Buyer Satisfaction Surveys!

Coldwell Banker Celebrates International Achievements at a Gala held at the Innovation Centre Wednesday

Horizon Realty Achieves International Chairman's Circle Award

- No. 1 Affiliate Company for Sales Volume and Unit Sales in Canada
- Top 2% of Companies Worldwide

JANE HOFFMAN GROUP

#1 in Canada for 16 years!

The success that Jane Hoffman and Kristy Huber have achieved in building an internationally recognized real estate team does not happen by accident. It is with vision, an impeccable work ethic, and trusted, repeat clients that they are able to compete on the world stage. When asked what gets her out of bed in the morning, Hoffman comments: *"The people. I love meeting people, learning their stories and helping them accomplish their goals. I learn something everyday from my clients, it can be emotional, I can be laughing one moment and near tears the next. It is very 'relationship' orientated business."* 2017 was an exceptional year for the Jane Hoffman Group, as they secured the #5 team spot in Coldwell Banker's North America Standings. She is the only Canadian in the running here, and shares the prestigious top ten with luxury agents from markets such as Beverly Hills and Miami Beach. Jane leverages the power of the Coldwell Banker Global Luxury Brand to showcase some of the Okanagan's most iconic estates.

The big story here is the Jane Hoffman Group's long run as Coldwell Banker's number one team in Canada. Jane has held a top spot for the 16 consecutive years! When asked to comment on her success, Jane humbly spreads the praise. *"I am not 'motivated' by awards, however I really appreciate being acknowledged for the achievements made by myself and incredible support team of both my licensed and un-licensed assistants. In order to reach the #1 spot, it is tremendous amount of work! My days generally don't end until midnight, it has become a lifestyle that I am accustomed to."*

Jane's dedication to impeccable service and her enormous heart are evident in two more awards, recognized at Coldwell Banker's Ceremony on Wednesday that took place at the Centre for Innovation. Jane and her entire team received Ultimate Service® Awards, which were awarded as a result of so many glowing surveys that were completed by the team's clients. Jane was also recognized for a second time with the Horizon Heroes Award. This award was given for her tireless service to the community, in particular the Central Okanagan Hospice Association, a community service very close to her heart. Jane is also a significant supporter of a number of Okanagan Mainline Real Estate Board's chosen charities, the Kelowna Women's Shelter and Habitat for Humanity.

Darcy Nyrose leads his team to Top Ultimate Service® Award

Edgy marketing and out-of-the box thinking helped Darcy Nyrose climb to the top three in production for the brand. Disciplined work ethic and drive helped him lead his team to be recognized as the top Ultimate Service® Provider in Canada for a team (4+ agents). This is a huge accolade, as this is the award that is given based on surveys provided by the team's very own customers. In addition to the top service award in the Canadian Coldwell Banker Franchise, Nyrose & Associates was awarded #2 in Canada for total sales in 2017. Darcy's success has been fast and furious. *"I arrived in Kelowna in 2008 in a declining market, not knowing anyone. I had to keep one thing in mind: Get up every morning and meet people I could relate to. I had to prove my worth."* Darcy's done just that. His first appearance in Coldwell Banker Canada's top ten list was just four years later, and he's been there since. Building a team and reaching this level of success is a remarkable accomplishment. Darcy leads his team by example. *"Real Estate is my career, which means a 40 - hour work week is an absolute minimum for me. In this business, you have to have self discipline and focus. Our team members each have our own success week template outlining what we do each hour of each day to maintain focus and optimal work ethic, providing the best service experience for our clients."*



Watson Brothers #1 in Ultimate Service® for Second Straight Year

Barret and Ian Watson's motto is "A Lot Like Nobody Else", and that certainly seems true, as they earn the #1 Award for Ultimate Service® in Canada (team 1-3 agents). This is the second consecutive time they have earned this recognition which is not surprising, given their proven track record. *"When we started our family business at Coldwell Banker 21 years ago, our business model was built around the client and their needs. It's the clients needs that have always provided us with our direction"* says Ian. *"Early on we adopted a business model where we build clients for life."* Barret suggests that this philosophy has guided the Watson Brothers as they make day to day decisions. The team is a family operation, with Centel Tucker and Julie Watson working in marketing and administration for the team. Their high standards have served them well, as they recently celebrated 20 years in the business, the entire time acting in alignment with Horizon Realty's deep-rooted value of integrity.

Kelowna Agents Dominate Coldwell Banker Canada's Top Ten List for Sales

The Jane Hoffman Group, #1 in Canada, teams 4+ agents. Jane Hoffman (1). Nyrose & Associates #1 in Canada, Ultimate Service®, #2 in Canada, teams 4+ agents. Darcy Nyrose pictured (2). The Watson Brothers, #1 in Canada, Ultimate Service® teams 1-3 agents. Barret Watson (3), Ian Watson (4). Trish Cenci and Tanis Read, #9 in Canada, Total Sales teams 1-3 agents. Trish Cenci (5), Tanis Read (6). Cecile Guilbault Group, #10 in Canada, Total Sales teams 1-3 agents. Cecile Guilbault (7), Julia Debolt (8). Marion Lahey, #10 in Canada, Total Individual Sales (9).



ULTIMATE SERVICE®



Every decision we make in this brokerage is driven by our relentless quest for providing the best service to our clients. From our weekly sales meeting where we share ideas and learn about law, technology and best practices to weekly in-house training sessions. We know the rules; "Integrity" is not just a word in our mission statement. We talk about it and practice it. To us, it means acting honestly and having strong moral principles. We strive to get better every day so that we can provide the best customer service experience in real estate.

Coldwell Banker Horizon Realty has been recognized as an Ultimate Service® provider for 18 years. Clients are surveyed on every single transaction and tell us how we're doing. This year, we have earned Top Ultimate Service® Office once in Canada, once again. We can't articulate how significant an achievement this is to us as a group. It means that the hard work is meaningful, as this is the award given to us by the very clients we serve. Everyone on our team has contributed to this achievement. Listed below, are the individuals who have achieved recognition for Ultimate Service® individual awards. To our clients that completed surveys, we thank you. To the agents on this page, you have given me the most profound satisfaction in the work I do to support you. Thank You!

Jennifer Odorizzi, Managing Broker & Partner, Coldwell Banker Horizon Realty



COLDWELL BANKER® INTERNATIONAL AWARDS

The Coldwell Banker Brand was established in 1906, and has a global reach with offices in 47 countries, and over 92,000 sales associates. Coldwell Banker Horizon Realty is one of those offices. Here is how they ranked in unit sales amongst their peers worldwide.

SOCIETY OF EXCELLENCE TEAM



JANE HOFFMAN
GROUP

#1 in British Columbia
#1 in Canada
#5 in North America



NYROSE
& ASSOCIATES

#2 in Canada
#1 Ultimate Service 4+ Members Team



MARION
LAHEY

#10 in Canada

PRESIDENT'S CIRCLE - TEAMS

PRESIDENT'S CIRCLE - TOP 5% OF COLDWELL BANKER WORLDWIDE



#10 in Canada

CECILE GUILBAULT
GROUP



JAIME
BRIGGS



ELLEN
CHURCHILL



DAVID
DELORME



GILLIAN
KROL



MICHAEL
MAKIN



ROMA
NISSEN

DIAMOND - TEAMS



KLASSEN BOUCK
REAL ESTATE TEAM



TRISH
CENCI



TANIS
READ

#9 in Canada



WATSON
BROTHERS

#1 Ultimate Service®
1-3 Members Team

DIAMOND - TOP 10% OF COLDWELL BANKER WORLDWIDE



DAVID
COLLINS



BRANDON
GRASS



KAREN
GUY



SALLY
HOLLINGSWORTH



NICOLE
JOAKIMIDES



PETER
MCKENZIE



MURRAY
NEUMAN



KRAIG
SNAYCHUK



SAVERIO
TUMATO



JOE
WHITE

STERLING - TOP 15% OF COLDWELL BANKER WORLDWIDE



CHARLENE
BERTRAND



ROBERT
DIRKS



JUDITH
GREGSON



LARRY
GUILBAULT



NIKKI
JAMES



CHRISTIAN
KIRSCHKE



JOHN
MANDOLI



TIFFANY
MUNSEY



MARNIE
PERRIER



BILL
RAINE



JENNIFER
ROSE

MAPLE LEAF - CANADIAN DESIGNATION



TRACEY
LANG



LEIGH
BJORNSON



REBECCA
STACEY



SHIRLEY
GEIGER



ERIN
GREENWOOD



CAREY
JOHNSON



JOHN
KINLOCH



ANTHONY
SERANI



BRIAN
WRIGHT



JASON
ZECHEL

HORIZON REALTY - SPECIAL RECOGNITION



TYLER BOUCK
HORIZON HEIGHTS

Awarded to the REALTOR® licensed for two years or less that achieved the highest production in the calendar year.



JON TOBER
HORIZON PERFORMANCE

Awarded to the REALTOR® who has achieved the highest growth in total production over the previous year's totals.



FRANK BUCKLAND
GARY AUGUST AMBASSADOR

Awarded to the REALTOR® who made an exceptional contribution to their colleagues and office through generous sharing of their knowledge and time.



JANE HOFFMAN
COLDWELL BANKER HERO

Awarded to the REALTOR® who excelled with the donation of valued goods, services, dollars and time to charitable organizations or community needs in the Okanagan.