

## REBAC Names Best Buyer Reps to

# Hall of Fame

Creating a "Hall of Fame" to recognize and honor outstanding members of the Real Estate Buyer's Agent Council (REBAC) was a meritorious and noble venture. But it was not an easy task.

How does an organization of more than 35,000 top professionals, each of whom is a luminary and star performer in his or her own right, select a handful each year on which to bestow its highest recognition?

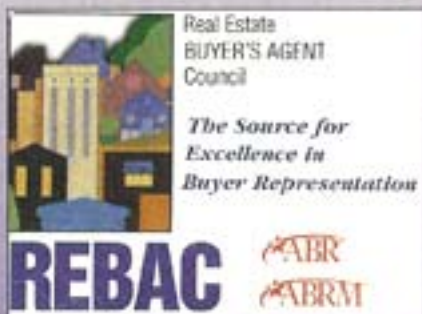
Very carefully—and conscious of the fact that there are hundreds of other ABRs well deserved of high honors who are quite likely to be future inductees in the REBAC Hall of Fame.

Each of this year's first class of inductees—Adorna O. Carroll, A. O. Carroll & Agostini Co., Berlin, Connecticut; William French, Wm. French, Buyers Real Estate Service, Inc., Chesterfield, Missouri; Don Harlan and Gail G. Lyons (team selectees), Harlan, Lyons & Associates, Inc., Boulder, Colorado; J. Hugh Ryall, Earth Available Realty, Inc., Lexington, South Carolina; Randy Templeton, RE/MAX Renaissance Realty, Endicott, New York, and Terry W. Watson, GM King Realty, Inc., Chicago, Illinois—is an individual of significant professional and ethical standards, with a proven record of dedicated service to home buyers, a list of significant contributions to the advancement of Buyer Representation, and a history of service to the community and to the real estate industry. All have been instrumental in the growth and development of REBAC.

Nominated by their peers and chosen through a secret ballot cast by a "blind" panel of REBAC members, they represent a balanced cross-section of REBAC members. Five of them are certified as REBAC instructors—three for both the ABR and ABRM courses. Among them, they possess 14 industry designations in addition to those of REBAC. One is a member of REBAC's Advisory Board. Their practices range from exclusive Buyer Representation to Single Agency for buyers and for sellers. Their practices are centered in six different states. One is associated with a franchise; the others are independents.

Overall, they are prime examples of the excellent caliber of industry leaders encompassed in the ever-expanding REBAC ranks. These men and women will be joined by six other honorees (to be selected later this year) to be inducted in the Hall Of Fame during ceremonies at the National Association of Realtors convention in Chicago in November.

— Tom Dooley



### TERRY WATSON: The Liberator

Many real estate agents have one transaction they'll never forget. For Terry Watson, thoughts about one deal make him smile years later.

It involved a woman who had lived in the same apartment for 30 years. She had paid more in rent over the years than it would have cost to buy the entire apartment building.

Watson helped the woman buy her own house. Almost immediately, he says, she walked a little lighter and felt a little better.

"People ask me what I do, I say 'I'm a liberator,'" he says. "Good Realtors are good Realtors because they want to liberate people. Real estate is the only business in which you actually get paid to make friends."

Watson has made a lot of friends over the years, most recently within the Council's, which just named the managing broker for GM King Real Estate in Chicago to its Hall of Fame.

A second generation broker, Watson said about 95% of his efforts since he got into the business in 1991 has been in working with buyers.

"Agents aren't supposed to take it personally, but I do," he says, adding some of his clients have become among the best of his friends over the years. "They're like a family member."

In fact, he's sometimes talked buy-

*"Buyers today are more intelligent; they are more informed than they have ever been before."*

— Terry Watson

"I've had buyers whose attorneys told them at closing, 'If it wasn't for your agent, you wouldn't have this house,'" he says. "It's a feeling that's indescribable."



ers out of houses they loved, because he was certain the deals were not good. It's worked the other way around as well.