

# TOP AGENT MAGAZINE

## PAMMI BRAR



In 1982, Pammi moved to Canada from India. After trying a few different jobs in an uncertain economy, he decided Real Estate would be the best place to focus his skills and attention. By 1988, he had his real estate certification and started with a small firm with less than a dozen agents. As his ambitions and client base grew, he moved on until in 1990, he settled with Re/Max and has loved working with them ever since. While he has a commercial certification, he focuses largely on residential transactions, where he stays in the top 1% among colleagues. It's been a journey of over 30 years, and Pammi has loved every step of the way to get him to the level of success he's at now.

Although Pammi's been at the job for decades, he still approaches each day with the energy of a teenager. He passes that infectious energy on to his team, where he happily takes the role of mentor for those who need guidance. Whether he works with them for a few months or they stay under his wing for years, he shares his knowledge of Calgary and Canadian real estate, helping develop the next generation of real estate professionals. He's gained a solid market knowledge and is ready to share it.

After all of the decades in the business, with over 2,000 transactions behind him, there's literally thousands of satisfied customers and their families coming back for their next property deal, or sending friends and family to talk to Pammi. This leads to about 80% of his business coming from satisfied customers in the past. They keep coming back due to the thorough approach that Pammi uses. He sits everyone down for an interview and finds out exactly what they need and what they want. Too many people confuse needs and wants, and Pammi help sorts out things like their income, where they work and where they picture their lives going. Then it's up to his well developed 6th sense to go and

find the right property that will make them happy.

The client is always #1 to Pammi. He listens to every detail of their lives, asks the right questions and makes a few suggestions before going out to hunt the right property. He has a marketing team and a regular newsletter to help keep him in contact with clients after a transaction is closed, but nothing is as effective as a simple invitation to coffee. A little talk over coffee with a client goes a long way. While chatting about lives and families, he never sets out asking for business, but it often comes up where his client knows someone who could use Pammi's help.

Pammi loves helping people and guiding them on their path. Even when not on the job, he'll make a point of donating to children's hospitals and charitable organizations. Life is based on helping people and forming good relationships - family, friends or business. The key to good relationships and good business is staying calm and thinking clearly. If something is upsetting you and you're not in good emotional health, it will impact everything else. Meditation, exercise, and making sure you are there 100% for your loved ones are important things to keep at the front of your mind to keep yourself free and happy. It's a philosophy that's worked for Pammi for decades, and he's looking for it to keep working for him for many years to come.



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