

TOP AGENT MAGAZINE

NATHAN SULZ

Nathan Sulz is a trusted REALTOR® with extensive experience working in a high demand profession. Originally from British Columbia, Nathan worked in the Alberta oil industry in his earlier years. He later became a Paramedic and fell in love with assisting others in need. Having always had an interest in real estate, Nathan transitioned careers in order to have more time at home with his young children. To his surprise he was a natural and in his first year became a Top Agent in his brokerage. Eight years later, Nathan is happy to have created the lifestyle he wanted while still being able to help people everyday.



Nathan is grateful that he can act as a guide and assist buyers in search of their ideal home or sellers dealing with the stresses of having a home on the market. Currently a solo agent, the changing rules in British Columbia meant that this former team leader of 4 had to break up the band and now works individually with some minor assistance. He serves the north Okanagan area and most of his clients are referral based. Nathan understands that consistent communication sets his client service experience apart from the rest. "I do a lot of pre-framing. I educate them on what is currently happening in the market as well as the expectations and what they can prepare for."

With the help of CRM technology, Nathan ensures that he keeps "top of mind" and helps create opportunities that continue to reward his career. Online marketing and social media channels are a big component to his marketing. Nathan utilizes private group chats for upcoming listings and treats each property as a case for targeted marketing. For out of town interest, virtual tours and video are his best practices. "I can target the market [of] bigger areas like Vancouver and Calgary [by] looking at who our buyers might be and we cater to that." Last year he closed on 70 transactions and is looking to increase his sales volume this year.

Nathan is a strong believer in setting yourself up for success. While everyday is different, his daily routine

involves meditation that helps prepare his frame of mind. What he likes most is waking up each to a career that is dynamic with new people, interactions and regulations that require you to constantly learn to adapt. "It's super exciting and I can [still] be there to pick up my kids...and be available for my clients."

In his community, Nathan puts his Paramedic skills to good use. Along with the Heart and Stroke Foundation, he facilitates CPR training and emergency care training to recreation centers and retirement communities. He also donates to nonprofits that care for disabled children and volunteers his time as a coach for his son's little league baseball team. When not working Nathan is a big skier and gets up to the mountain once a week. In the summer; he enjoys camping, hiking and sightseeing around the beautiful surrounding mountains. Nathan is also passionate about SCUBA diving and wishes to travel down to the Caribbean to warmer waters.

Business has been very good for Nathan, so his agency has asked him to take on the role of coaching. His experience in the past with a team provides a great opportunity in the future to help newer agents. "I like to see other people succeed." Nathan takes pride in the service he provides and looks to pave the way for future agents to follow his path.



To learn more about Nathan Sulz
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