

Meet Tom Cole, 2020 Maine Association of REALTORS® President

1. **Why did you start in real estate?** My first career was in radio and at one point I was a Radio Sales Manager. I noticed that two of my sales people were very professional, organized and courteous. They both wore REALTOR® pins. I had been on the air, built stations, climbed towers, sold advertising and even had a permit to for my own radio station. After fourteen years I started to find radio as a career was getting stagnate. I wanted something challenging, something rewarding and something that was constantly changing. I have found that, and so much more as a REALTOR® in Maine.
2. **What was your first sale?** I listed a single-wide home in a mobile home park for a Navy couple that were heading to Jacksonville. After they left for Florida, they didn't have kerosene delivered needed to keep the home warm. Some of the fixtures in the home froze just before closing, so I put in kerosene, re-started the furnace and we closed.
3. **What was your favorite sale?** After twenty years it's a difficult choice, but I think my favorite was helping a retired couple from Delaware find their home with a view of the mountains. For forty-two years Ivan and Susan had wanted their dream home in Maine. We traveled to Rangeley, Eustis, Kingfield, and even as far as Cherryfield, to see just one home. We finally found the perfect home in Woodstock. I still hear from them and how much they love their home in the mountains. One of my favorite parts of being a REALTOR® is meeting such wonderful, interesting people and helping their dreams become a reality.
4. **What is something people may not know about you?** When I was in seventh grade, I had dinner with singer Debbie Boone when she had her number one hit song – 'You Light Up My Life'. When I was eighteen, I drove across country and back – 10,500 miles with a friend. While in California we stopped at Bob Hope's North Hollywood office where we had a very nice visit while he practiced his golf swing and hit an overhead beam with his driver. I have four wonderful kids ages 13, 14, 20 and 27 and two incredible granddaughters; one that is now 4 months old and one that is 6 years, and my terrific wife Gina who just passed her Sales Agent class.
5. **What led you to the Presidency of the Maine Association of REALTORS® (MAR)?** In 2002 I started as a Director on the Merrymeeting Board of REALTORS®. In 2007 I served as its President. While serving in these roles, I got to know many dedicated, caring, wonderful REALTORS® in different areas around the state and across the country. In 2016 I was honored to once again to serve again as local Board President. While in Chicago, at the 2015 REALTOR Leadership Training Conference, I was asked to do a short presentation on the Merrymeeting Board's REALTOR® Party grant in front of 3,000 REALTOR® leaders in the room. I felt proud to talk about our reading garden grant that our members put together with the help of NAR and MAR for the Richmond library.
6. **What would you like members to know about MAR?**
Our Association is made up of people that, on a daily basis, try to do everything they can to look out for all of us, consumers and REALTORS® alike. It's the association staff, committees such as professional standards, budget, contract review, communications and so many more. It's our advocacy efforts working with legislators and helping them understand our industry and how their decisions may impact homeowners and REALTORS® in Maine. It's our Board of Directors

made up of 60 REALTORS® from across the state. They make decisions that help keep our organization, our businesses and our members at the forefront and in the best possible light.

7. **What is your plan for MAR for 2020?**

My goal is to create more and better connectivity between consumers and our Maine REALTORS® in large part through the Ask a REALTOR® campaign which is the theme for this year. The MAR Communications Committee has generated a comprehensive campaign from this idea which reminds home sellers and home buyers that when it comes to up-to-date and accurate information they should 'Ask a REALTOR®, a member of the Maine Association of REALTORS®'. I plan to visit as many of the committees as I can, connect with as many REALTORS® as I can and help continue the all the efforts of our great organization. I also plan to go across the state and meet with as many Maine REALTOR® boards and councils as I can, including REALTORS® in the 'County' a place I have never been.

8. **What would you like members to know about the National Association of REALTORS® (NAR)?**

Wow! There is so much to say about our National Association of REALTORS® and all they do. There are literally thousands of REALTOR® volunteers from across the country working on a wide spectrum of committees and initiatives for NAR. These include advocacy, public communications, education, legal issues, the code of ethics and many more. The NAR staff know our issues, listen to our needs, provide the resources and are there for us on a national level, they have our backs.

9. **How do you relax and unwind?**

I love exploring the outdoors by boating, camping and hiking, but my favorite way to relax is fishing with my family. There's nothing like going to a remote lake where there's no cell service and fish.

10. **How can members be in contact with you?**

Members can connect with me through email tomcolerealtor@gmail.com , office 207-721-1000 or my cell 207-522-3375. I look forward to an incredible 2020 with you!