

# Robert Cooke

## Frank A. DiPrete Realty

### Cranston



With the new year came new expertise to the DiPrete Agency. **BOB COOKE** joined the management team in December 1980 after a one year stint in California.

In the half year he has been associated with the Cranston firm, he has trained and licensed eight new agents, guiding them individually through the various facets of the real estate industry.

Mr. Cooke gained his interest in real estate through his experience as a tenant and merchant in Wickford. It was some seven years ago that his then landlord and he became partners in Wickford Cove Realty, a firm specializing in property management and commercial leasing.

After two years as sales manager and partner, Mr. Cooke left the relatively limited company to join the forces of Robert Mitchell Realtors of Century 21. It was under the auspices of Robert Mitchell where he perfected his art of residential home sales, negotiating nearly fifty sales in less than two years.

While working for the Century 21 office, Mr. Cooke gained an interest in training techniques and marketing methods. At that time the training grounds for the trainers were concentrated on the west coast so Bob relocated to California.

There, he was affiliated with ERA as well as a variety of real estate consultants and appraisers. A year on the west coast was long enough for the lesson and Bob missed the familiarity of the Rhode Island business community.

Currently Mr. Cooke's efforts at the DiPrete Agency are being rewarded with consistent sales despite adverse market conditions.

Upon being questioned he states the following opinion: "I can't say that I'm disappointed with the progress we've made, I just get a little impatient. I know that we now have a capably equipped office for when the mortgage situation eases."