



# nerej

## **Sauer of Real Living Wareck D'Ostilio Real Estate discusses her accomplishments**

June 19, 2014 - Connecticut

Name: Regina Sauer

Title: Realtor

Company/firm: Real Living Wareck D'Ostilio Real Estate

Years with company/firm: 3

Years in field: 11

Years in real estate industry: 11

Address: 174 Cherry Street, Milford, CT

Telephone: 203-701-4848

Email: reginasauer@yahoo.com

During the last 10 years of your career, which professional accomplishment, honor or achievement has meant the most to you and why?

I recently received recognition for being in the Top 1% in the nation for selling units for 2013 from parent company Real Living Real Estate. It was a tremendous honor as there are approximately 10,000 realtors in the Real Living network. Real Living Real Estate President Bob McAdams came in to present me with the award.

John Wareck, my broker said I was a highly motivated individual with exceptional sales and customer service experience. The company hosted a luncheon in my honor. I was very flattered and appreciative of the award.

Which project, deal or transaction was the "game changer" in the advancement of your career during the last 10 years?

Earlier in my career, I worked on a commercial transaction that consisted of a 30+ apartment unit building in New Haven. It was through that transaction that I found out how different commercial real estate is from residential. The ultimate complexity of it, dealing with the financing aspect, the inspections, deals coming together and falling apart and the general highs and lows involved were quite consuming. Keeping a clear head and persevering through a difficult transaction has a tremendous accomplishment when it's completed. It's one of the things I love most about the real estate business. It allows me to continue to grow and learn with every transaction.

Who or what has been the strongest influence on your career and why?

I would have to say that my Mom has had the most profound influence on me. Both she and my dad were in sales when I was a child, so when I'm having a particularly difficult time, she is my cheerleader. She knows how challenging sales can be and reminds me that my dad experienced the same things, praises me for being a successful and tells me that she can see my dad in me. She's my sounding board and the one I can lean on to build my confidence back up. She also encourages me to continue doing something for myself every day that makes me feel good. I'm an

avid runner, and I can say that running keeps me grounded.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540