

# FRANCIS AND SARAH MATHEW

By Ross Fattori

Six years ago Francis and Sarah Mathew each enjoyed successful careers in the banking industry. Francis was a mortgage officer with CIBC, Sarah a branch manager for the Bank of Montreal.

Today this husband and wife team are partners in real estate with RE/MAX REALTRON REALTY INC., blazing a trail of success across greater Toronto and York Region.

"Our banking background has definitely been an asset to us and to our clients," says Sarah, an associate broker who enjoys the independence that her new career affords her.

Francis Mathew, a member of the RE/MAX 100% CLUB, quickly adds: "We have a certain credibility when discussing mortgages and financial matters which clients find reassuring."

Indeed, Francis and Sarah Mathew - dubbed "The Winning Team" - also have expertise in Power of Sales where they have represented several banks. After a recent Power of Sale one banking executive wrote: "Mr. Mathew demonstrates integrity to both bank as a vendor, as well as the purchaser and takes the time and effort to ensure that there is no cause for misinterpretation."

A large part of this duo's success has to do with earning the trust of their clients. Both view the relationship between realtor and vendor as one for life. "We become their friends and confidants," says Sarah.

Of course, being successful today takes more than developing good relationships; it includes a willingness to embrace change.

In this respect, Francis and Sarah Mathew are one



## FORMER BANKERS NOW BANK ON THEIR EXPERTISE IN MORTGAGES AND FINANCING

factor in their decision to move. "The image of RE/MAX - especially RE/MAX REALTRON REALTY - is dominant throughout northern Toronto and York Region," says Sarah. "Now Francis and I are part of that winning team."

This year promises to be a big year for "The Winning Team" of Francis and Sarah Mathew. "Where there are clients looking to buy or sell real estate we're here to help," says Francis. They plan to devote most of their time to meeting many new people - especially in Richmond Hill where they also live - and helping them achieve their real estate dreams.

step ahead of the competition with their recognition of "buyer brokerage." This is a concept aimed at eliminating divided loyalties where agents will become either listing or buyer agents, not both.

"We have been working on this basis for a while anyway," says Francis, who is strictly a listing agent, while Sarah works as a buyer agent.

Both Francis and Sarah are confident that their move to RE/MAX REALTRON REALTY was a wise one.

"We were both top producers with another company," says Francis. "The reason we chose RE/MAX REALTRON was because the potential for growth was much greater."

"Working with so many top producers at RE/MAX REALTRON is exhilarating," says Sarah. "We enjoy a great rapport with the other agents and with our president, Alex Pilarski, who is helpful in every regard."

Both partners also cite RE/MAX's leading market shares as another significant

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