

TOP AGENT

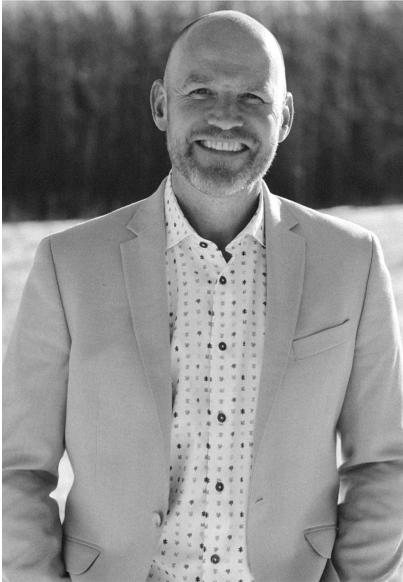
MAGAZINE



BEN SWEET

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After spending some time as a young man working in the service industry, Ben Sweet started his real estate career 19 years ago, when he was 27. Now, Ben has been growing his own real estate Team in Calgary and has experienced significant growth in the past few years. While maintaining his own high level of production, Ben has begun to carve a new role as a mentor to the agents on his Team, and through his knowledge and expertise, is fully capable of both providing excellent coaching to his Realtors and phenomenal service to his long list of clients.

For the last couple of years, Ben's focus has been on growth in many areas. He has put a lot of resources into pushing his Team's service to the highest level of quality possible - their hundreds of glowing testimonials speak for themselves, and through a robust marketing strategy, the Team's business has grown meteorically since its inception. "We really care about ensuring our clients get what they need, and the

focus is really on building a long-term relationship with our clients, we never focus on getting the sale done as quickly as possible," Ben says. "We teach all our clients to make decisions during the transaction based on the long-term outlook, and it seems as though clients really take notice of that aspect of our service." The team's compassion and attention to detail are major contributing factors to the continued success and growth of the business.



With the level of expertise Ben and his partners have, they are more than capable of ensuring a transaction runs as smoothly as it possibly can. The team enjoys using efficient systems to make the transaction run seamlessly, and they are experienced enough to anticipate and avoid pitfalls before they come to light. With the diversity of experiences that the different combinations and permutations in a transaction can offer, the team really relishes the challenge of trying to get the most perfect outcome they can each time for their clients.

In order to maintain the Team's growth trajectory, they employ a wide array of marketing strategies. They maintain a large social media presence, including paid advertising, and can continually grow their sphere of influence through that and other mediums. Additionally, they use a great deal of signage and open houses to ensure their listings are offered maximum exposure to local prospective buyers. The Team closed over 70 transactions last year, have already exceeded 100 this year, and are looking at finishing 150-160 by the end of 2021.

In his free time, Ben loves spending time in the mountains with his family, hiking, skiing, climbing and mountain biking. Ben and the team donate to a number of charitable organizations, and Ben himself has routinely made sizable donations to the Children's Foundation through RE/MAX over the past 15 years. For the future of the business, they hope to continue growing the Team to include around 10 to 12 agents. Then focus more around coaching and mentoring the team to help them truly excel. If you're looking for a Realtor in Calgary with killer experience, a long list of happy clients and an eye for detail, and a strong work ethic, get in touch with Ben and the team today!



You can contact Ben and the team by calling (403) 774-7447 or email allcalgarylistings@gmail.com