

A close-up portrait of a man with dark, curly hair, wearing a dark pinstriped suit jacket over a red collared shirt. He is looking directly at the camera with a slight smile.

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CALGARY NORTH EDITION

INVESTIGATING CONCEPTS OF SUCCESS

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EVERYONE
NEEDS 'HOPE'

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By: Maj Khan

*H*ope! It is to look forward with confident expectation that a wish or desire will be fulfilled. To have hope, there must first be belief and trust in something, or someone, upon which those expectations are centered. Of course, the more believable or trustworthy someone is, the more possibilities there are for hope!

Hope is a powerful characteristic that has mobilized people and changed the world. Hope represents untapped opportunities and endless possibilities.

Hope is also the name of a certain remarkable realtor. Dan Hope's life has been a living demonstration of what this powerful attribute, hope, represents. In a highly competitive and often volatile real estate market, this charismatic agent has the ability to transform challenges into opportunities. The possibilities are many because of his endless enthusiasm and tireless commitment to his customers. How he conducts himself reflects a wealth of passion for what he does and the people for whom he works. His optimism, generosity, sincerity and integrity are but a few key reasons why this realtor has carved out a reputation for excellence.

Dan's phenomenal energy and predisposition for hard work is reflected in the meaningful results he continues to



achieve. Others in the Industry have also recognized the creative and bold measures of this agent. Throughout Dan's career he has established exemplary standards. In 2005 he was the RE/MAX "Rookie of the Year" and in and in both 2006 and 2007

he was recognized as one of the Top Ten in sales within his office. This achievement made him a member of the MLS Million Dollar Club as well as the RE/MAX Platinum Club. Born in Athabasca, Alberta, Dan's

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entrepreneurial roots run deep. Others have observed that he shares much of the same drive and determination evident in his Great Grandfather, Jefferson Davis Edwards, Alberta Pioneer and founder of the Amber Valley community. The same fortitude and resolve essential in developing a liveable and thriving municipality amid the harsh conditions of the Alberta North in the early 1900's, is what compels Dan to support the building of successful neighbourhoods in Southern Alberta today.

Raised in Vancouver by a single Mother of modest means, Dan was fortunate to have a wealth of support and influence from many prominent people within the Vancouver business community. The persons who had the most impact on his life, however, were two older couples from his Church who "included me in their lives and modeled for me the value of building a strong marriage relationship over anything else. The people who had the most impact in my life never really said much – they just 'lived' what they believed and had an 'open-door' policy about it." Now that's trustworthy. Dan's skill as an agent began very early in life. He bought his first house in Vancouver at the tender age of 19. Since then he has bought and sold several houses, and has gained invaluable experience in the process.

Graduating with a B.A. in Theology and Counseling, Dan parlayed that into becoming an Ordained Minister through the Christian Minister's Association. He is also a Certified Instructor of the Couple Communication Program. All of this may seem a mis-match with being a successful Real Estate Agent, but this all fits perfectly with Dan's goals. As he puts it, "Most people's greatest investment in life is purchasing a home which often is also their retirement nest! One of the main reasons marriages break down is over finances. I decided that besides facilitating communication workshops for couples I would also get involved in another area to help people get control of their finances. This was one of the key reasons I chose

this field. Finances and how you use them plays a major role in the success of most relationships. My goal is to encourage, equip and empower people to fulfill their God-given destiny. My commitment is to teach and train others how to build consistent and successful life-long



relationships.”

For the last several years, Dan has lived and worked in Calgary. As a proud and active resident he is familiar with the character of this vibrant city. He deals with all kinds of residential properties in a wide price range, while concentrating his award-winning expertise in coveted areas such as Coventry Hills and Panorama Hills. At the same time, Dan believes in giving back to both his community and world.

This personable agent enjoys working with both buyers and sellers. In Calgary two-thirds of the population is under the age

of 40, and for Dan that means working a lot with first time buyers and finding homes for couples with young families. Today, Dan has partnered with one of the largest and innovative real estate companies in North America, RE/MAX. He was attracted to both RE/MAX's economic model and their company philosophy. Here Dan found a "positive and energizing environment where professional and successful people work". An expansive and aggressive marketing strategy also ensures the viability of this agent's business. The use of the Internet and other publications are just a part of the campaign. He has a monthly on-line newsletter that allows him to communicate to current and potential clients. Dan also employs more traditional but equally effective forms of advertising, including flyers, note pads, newspapers etc. However the bulk of his 'notoriety' is gained through word of mouth.

Success for this agent means a well-balanced lifestyle, balancing his working hours with fun time with family and

friends. To help achieve this goal, Dan has made the astute decision to recruit his wife, Donna. "My wife is my greatest balancer. She creatively reminds me of and brings to my attention any imbalance in my life. She is also a necessary complement to my business!"

High School Sweethearts, this committed couple married in 1984 and have three children. Donna joins Dan in counseling and training couples to be effective communicators (www.couplecommunication.ca) and applies these skills in her relationships with her friends and family. She is a certified piano teacher, through the Royal Conservatory of Music, and has been an entrepreneur for over 24 years. Donna obtained her BA in Counseling and is a licensed Mortgage Broker. She takes very seriously her responsibility to add a human touch to the daunting task of finding a new home and mortgage, while helping families achieve their dreams. Together these two are a formidable team providing faster and better results for their many customers.

It's a juggling act keeping his life in perspective but Dan loves the challenge. His faith in God is where he draws strength. "Peace is the umpire of my life". So is his daily dose of exercise, whether it is physical, spiritual, mental or social. Basketball is a favorite pastime, and what little time Dan does have for recreation he enjoys participating in some aspect of the game -- whether that be watching, coaching, playing or refereeing.

The path that Dan is blazing into the future is definitely overflowing with opportunities. His desire is to lead a team of successful realtors and business people in sharing the secrets of success that he has discovered.

Dan Hope. Believable. Trustworthy!

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