

Real Estate **Success**

SOUTH WEST ONTARIO EDITION



**We Put Technology
To Work For You!**

Old Style Service with New World technology!

By Sarah Khan-Juman

When the words success, achievement and prosperity are used, the names Robert Tatomir and Future Homes & Real Estate are sure to appear among them. Robert uses the latest technologies but retains old fashion customer service where he knows his customers, and their needs and wants always come first. Combining the best of both worlds with Robert's hardwork, dedication and knowledge of real estate, he has landed his accomplishments in the top one percent of all real estate agents in Canada.

Robert is a true expert and specialist in his field. He has been in real estate for over sixteen years and has conducted over forty-five hundred transactions during his career. Robert worked with Manor Windsor Realty for six years when he decided that it was time for a new type of real estate agency, one where the customers had more choices and their needs were better met. Robert had a hunch that if he lowered sales commissions, he could increase volume and provide better service, while passing on commission savings to customers. He then formed Future Homes & Real



Photo by JoAnne Nadeau

Estate, which broke all the traditional real estate agencies ways and opened a new innovative door for consumers to enter.

Robert's hunch proved accurate. Future Homes sales have steadily grown since it first opened in 1992. The company's growth has continued through recessions and economic booms. In the Windsor-Essex County Region with 844 licensed realtors to date, Robert consistently ranks at or near the top in sales volume year after year.

Robert attended Kingsville high school and studied both at St. Clair

College and Wayne State University. He played semi-pro baseball and was even invited for a couple of pitching try outs with the Detroit Tigers team. Prior to real estate, he managed his family's owned and operated music company, which gained him immeasurable skills and the opportunity to meet and deal with a variety of celebrities including Michael Bolton, Bryan Adams, Kenny Gee, Rush, Rod Stewart, Kiss, Bruce Springsteen, Chuck Berry and B.B. King, to mention a few. Through his father's interest

in real estate, Robert became interested and with his love for working with people and being able to help them, he launched his professional career in real estate. Robert truly believes that a career in real estate is more than just buying and selling houses, "it's about bringing people together, providing families with homes, furnishing investors with security, helping new entrepreneurs find opportunities, and ultimately building better communities for the future."

Robert acquired his realtor's license in 1986, received his Broker and Market Value Appraiser in 1992 and was accepted

as a member of the National Commercial Council for Industrial, Commercial & Investment Real Estate by the Canadian Real Estate Association in 2000. Robert then went on to earn his ABR, RECS, and SRES designations in 2001.

Robert's prompt, honest, effective and reliable real estate policy has not only earned him the admiration of many of his peers, but the welcome of many customers. His warm and inviting character is only overshadowed by his knowledge and expertise of the real estate industry. Robert and Frances Brown, past clients say, "Our home sold in 24 hours from the time it was listed so we did not have a long relationship with our broker. During the time we worked together we felt he had our best interests in mind. We did have several months dealing with the administrator of Future Homes on the personal selections of our new home and can't say enough about her competence and professionalism, a joy to work with."

With five full-time office/field assistants, Robert and his company are committed to the success for every one of their clients. They not only provide excellent personal service but they ensure that 'the sale or purchase of your home or property is a hassle free and enjoyable experience'. "Your performance for us went above and beyond the call of duty. You have all strived to make sure our family had the best possible home to accommodate our financial and way of living needs; you have also put plenty of T.L.C. into caring for your company, but even more so your customers. P.S. we've not only found a great Real Estate broker & company, we've made wonderful friends that we can depend on to do all the right moves to make changes easier. Our sincere thanks & appreciation for a job well done!", another past client's remarks.

Future Homes & Real Estate's website, WWW.FUTURE-HOMES.COM has received great acclaim and in both 2001 and 2002,



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Robert received the Real Estate CyberSpace Society's Personal Web Site Gold Award. He is a member of the Real Estate CyberSpace Society and as such is among the "top real estate professionals specializing in the application of cyberspace programs to benefit their clients."

On their website you will find pictures and the responsibilities of each team member, listings and photo galleries, buyers and sellers information, mortgage information, Future Homes Program information, links to other sites, Realty Times, Realty Chat, contact information and even information for those who are thinking about becoming a real estate agent.

On the Future Homes website, you can also sign up for their exclusive Buyer-Seller Match Up System where their computer software matches prospective buyers to all existing and new properties. You will receive new listings as they come in, new listings that match the property you are looking for on a weekly or bi-weekly basis and be

able to determine which properties interest you and which ones you want to see. You can also find out about Future Homes Sunday Tour Program, Trade-Up Program and the excellent savings that both buyers and sellers receive.

Robert has set up Future Homes & Real Estate as the only company in the entire County to offer the services of Sales, Leasing, Mortgages and Appraisals all under one roof at one convenient location.

Robert is happily married, a proud father of two and a happy owner of his dog, Cowboy. His daughter, Melissa, who lives with Robert, has Downs Syndrome. Robert, his wife and company all help support the Special Olympics, where his daughter participates, and other activities to help further the knowledge and awareness of individuals with disabilities.

His hobbies include travelling, flying, exercising and business. Ever since Robert was a young boy he loved to fly and even had aspirations of becoming a Navy fighter pilot. He and

his father spent many summer days and weekends flying planes throughout Southern Ontario from their airstrip built on the family farm north of Leamington.

What does the future hold for this already accomplished, talented individual? Robert wants to keep providing top quality and unparalleled service with savings for his clients and customers. His key to helping a customer is to be a good listener, to be sensitive to people's needs, and then to act and counsel them effectively. He wants to continue to expand his

Robert and his team have come up with the following team credo's for their company to strive at each day.

** People are illogical, unreasonable, and self-centered.*

We will love them anyway.

** If you do good, people will accuse you of selfish ulterior motives.*

We will do good anyway.

** If you are successful, you will win false friends and true enemies*

We will succeed anyway.

** The good you do today will be forgotten tomorrow.*

We will do good anyway.

** Honesty and frankness make you vulnerable.*

We will be honest and frank anyway.

** The biggest people with the biggest minds can be shot down by the smallest people with the smallest minds.*

We will think big anyway.

** People favour underdogs, but follow only top dogs.*

We will fight for a few underdogs anyway.

** What you spend years of building may be destroyed overnight.*

We will build anyway.

** People really need help, but may attack you if you do help them.*

We will help them anyway.

** Give the world the best you can and you'll get kicked in the teeth.*

We will give the world the best we can anyway.

market and employees and is always anxious to see the look on the faces of more and more of his satisfied customers. For Robert, "the feeling of helping someone with an investment in their future is very rewarding," and is what drives him to excellence. 🏠

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Be sure to look for Robert and his Future Homes Team because they are destined for continued success!



Photo by JoAnne Nadeau