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A dream job, isn't it?

In continuation of the topic covered in our October Newsletter – “The job of the estate agent: a dream or a nightmare?” – we would like, in this article, to try and demonstrate the positive aspects of an agents work.

Pleasure from the job

First of all, it must be said that what matters most is to recognize and also accept the challenge that the job brings with it, with the required amount of interest and inquisitiveness. That is extremely important, because in this profession you can do people a lot of good, if you feel you have a mission to do it and are

up to the task. The estate agent should be completely wrapped up in his work, so that one day, with any luck, it may feel like a vocation. He will only know after a number of years, when he begins to have control over his job and perhaps, even, to love it, if, in the end, it is going to make him happy.

The strong emotion: “Flow”

Only then, can he work hard ten or more hours a day, without perceiving the job as such. We do not believe that many meet with such luck. Should they perceive the job as a dream-job, it all depends on their outlook; above all, if they can recognize a deeper meaning to their work.

That is how it has turned out for the author of this text, so that, all his life, he has always brought enthusiasm to the job. The experts call it "Flow". They hardly notice how time fades, and on believing that it could be 18.00, are surprised to find out that it is midnight.

Teamwork

One thing is certain, the job of an estate agent is, primarily, a laborious task. That's quite correct, isn't it? Many people have no job at all, or even one that bores them, where they are happy and content when it is finally finishing time. One turns up for 8 hours work and not one bit of pleasure. It doesn't bear thinking about. But how can work bring pleasure and true, ongoing satisfaction?



Personal responsibility

We are in an extremely good position to report in this respect, because, by and large, we are lucky to be able to arrange our work ourselves, so that everyone does only that that really appeals to him, what he is good at and likes the most; where none interrupts him, but where he can carry out a job, independently and on his own authority, in accordance with his own ob-

jectives. There are no restrictions.

In the team it is agreed, who does what and when you see each other again. We know that we are all in the same boat, can rely on one another and mutually support each other, whenever there isn't much room for manoeuvre. None will be left alone with a problem. There is a team spirit.

Small but fine

We are a small but, for that reason, fine company and have a well-matched team, that has now gained reinforcement, by means of a lady by the name of Wendy Kools. Wendy speaks 4 languages fluently, Spanish, English, Dutch and, of course, German, is highly competent on the computer and knows her way around the internet like the back of her hand. A worthy and welcome addition to the Hanseatische Gesellschaft team, Wendy has over 10 years experience of this regions property sector at her disposal, as well as, considerable specialized knowledge, that will benefit both potential buyers and clients alike.

Hanseatic value

The co-operation between young and old in the Hanseatische Gesellschaft team has also continued to develop admirably throughout the course of the years. A good working atmosphere prevails, and what is also tremendously helpful, is the mutual recognition of achievements. But not only that, there are also positive and creative thoughts and activity always in the air, and, with everyone, the interests of the clients are always to the fore. There is none in the company that does not heed this highest premise, ever.

We believe in keeping in step, and have, therefore, resolved to take that as our strategy, concept, or whatever you want to call it. That fascinates and inspires us, and also gives us confidence for the future, because we know that we are following a path that is fair, reputable and full of responsibility, but is also in accordance with the personal standards that we

place on our work. None here acts against his or her convictions, because we do not consider that to be appropriate and simply decline.

Increased achievement

If we should wish for an increase in our achievements, something that, naturally, we do with great enthusiasm in many areas on an almost daily basis, then the necessary course of action will be discussed and taken in hand by the appropriate colleague, on an independent basis. Should the co-operation of the team be required, it will be available to him. There are no "ifs" and "buts". The colleague makes his decisions independently, but can always count on the support of the team. He can determine procedure and the required increased efficiency alone.

Our aspirations concern, above all, the furthering of the firms strong points – 1.) in the interests of the clientele, 2) in the interests of our personal well-being, and 3) in the interests of the Hanseatische Gesellschaft; only then when



all 3 parties are content, will we be able to succeed in generating a new and constant drive and enthusiasm and be able to put it at our disposal in the future.