

Rey's radio show celebrates 9 years, and a new book has advice for all



Rey interviews Mayor Alan Webber on ATRE



The Lobos most devoted fan (on the right!)



Kevin and Anastacia are The Kevin Bobolsky Group LLC

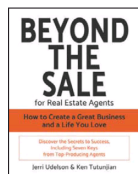


Yep, she's back: Jane Smith

Darlings,

You probably don't, but I do remember that last month I told you about the Douglas Atwill book I was reading. But then again, maybe you do remember, and you've already gotten his book from Amazon rather than waiting until Dorothy has it at Collected Works. Either way, Gummy Bears, my point is not to turn my column into Oprah's book club, BUT I do want to say that this month's read is worth your attention (and purchase).

Beyond the Sale—for Real Estate Agents: How to Create a Great Business and a Life You Love, written by **Jerri Udelson and Ken Tutunjian**, is your new bible for combining a wildly successful career in real estate with — you won't believe it's possible — a satisfying and fulfilling personal life that includes family, friends and fun. What?? Chickadees, where was Jerri when I needed her to help me define my boundaries? Well, she moved here from Boston twelve years ago, and by then I was roaming the countryside in my RV. But it's not too late for you, Dearest Readers.



Jerri is a master certified coach. Her company, Entrepreneurial Coaching and Consulting, focuses on helping entrepreneurs, self-employed professionals, and real-estate agents grow their business quickly and strategically while also creating lives they love outside of work. Pumpkins, I'm coming up with a new career, so I have a reason to call Jerri.

For those few remaining people in Santa Fe who are NOT Realtors (there must be at least 200 or 300 who do something else), but who are interested in All Things Real Estate, be sure to tune into ATRE at noon today, Sunday, June 3, on either 1260 KTRC-AM or 101.5 KVSE-FM. Your host, **Rey Post** (associate broker, Sotheby's) is celebrating, because today marks the show's ninth anniversary of delivering current information on real estate matters via radio, website (ATRE.com) and blog. Through the years, ATRE has evolved to include general business, culture, government, and special events information, because, as Rey says, "Everything is real estate." Sugars, if you caught Rey's March 18th interview with our new mayor, **Alan Webber**, you'll see what I'm talking about. Congratulations, Rey, it's been nine years, and we're still listening.

Possums, in order to find out how Mayor Webber is doing in his new job, I got in touch with one who would know and a name I can trust, **Joanne Vigil Coppler** (owner/broker, Joanne Coppler Real Estate), our newly elected District 4 city councilor. She said two things that stuck in my mind: "He has exceptional organizational skills.... And he has a great sense of humor." I trust her judgment on that, because Joanne served as human resources director for the city of Santa Fe under former mayors **Art Trujillo** and **Sam Pick**. Additionally, she is vice chair of the State Employees Credit Union board, chair of the Labor Management Relations Board at Northern New Mexico College, and she just finished her second term on the UNM Lobo Club Board. A die-hard Lobos fan, Joanne maintains a season pass for her reserved floor seats to all the games. (Sounds just like **Jack Nicholson** and the Lakers).

So, tell me, Butter Beans, how does she balance her whirlwind life of selling real estate, volunteering on various committees, and serving her community as a city coun-



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cilor? Does she need Jerri? "I'm a big concert goer," she said. Last month it was **Pink** in Denver. Last summer it was **Lady Gaga**. This summer, she already has her tickets for **Pentatonix** in July and **Boy George** and **Culture Club** in September. Kittens, it all sounds very balanced to me.

Cupcakes, I think Jerri might agree that **Kevin Bobolsky** has already quizzed out of her Chapter 1, which is titled What Do You Want To Create? Defining value and purpose is the first assignment in the book. Kevin values creating a professional environment for his select clients; thus he and **Anastacia Jayet** formed The Kevin Bobolsky Group LLC, a small boutique real-estate office composed of just the two of them. Kevin's purpose is helping children in need, which is demonstrated by his support of an orphanage in Brazil, where he first discovered David, an infant with special needs. Today David is six years old. Kevin set up a fund to meet most of David's medical and physical needs, and Kevin continues to visit him in Brazil.

Honey Bunnies, I have some good news for those of you who need help with putting some style in your homes. **Jane Smith** (Jane Smith Interiors), our prodigal daughter, is in Santa Fe once again. Originally from Alabama, Jane tested Thomas Wolfe's "You Can't Go Home Again" theory by moving back, but to Fairhope this time. As it turns out, Mr. Wolfe was right, you can't. So Jane returned, bought a little adobe on Acequia Madre, and is ready to do some interior designing of your home for you. After all, Fireflies, beautifying is one of Jane's purposes.

So long, Sweetpeas. Until next time... Oakley

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