

# TOP AGENT

MAGAZINE

MEGAN  
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“The best part of this job is getting to take part in someone’s real estate search. I’m finding them their family home!” says Megan Bartsch, a top agent in British Columbia. Her favorite aspect of her business is how she has the opportunity to move families forward to reach their goals in real estate. She explains, “People only move every 7-10 years on average, and a lot less than that. This is a big deal, and it’s fun to see their excitement. I love that.”

For the past five years, Megan has served the Fraser

Valley from Chilliwack through to Surrey. She operates out of Abbotsford, which also happens to be Megan’s hometown. You could say that real estate runs in Megan’s family as her mother was also a REALTOR®. Megan grew up attending open houses and, sometimes, even tagged along to showings. Megan laughs and says, “It’s in my blood! It’s worked out so well. I love doing this, and I really love my clients.”

Megan’s clients really love her back. 90% of her total business is built from repeat and referral



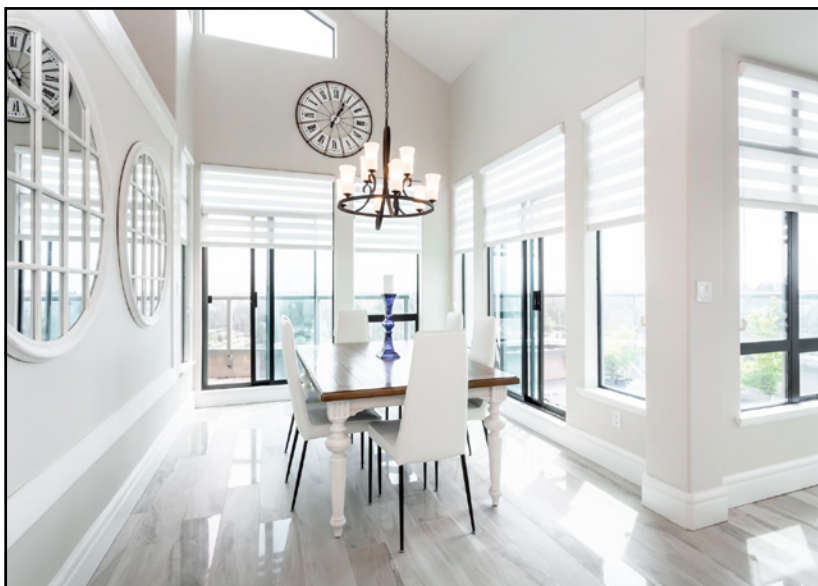
clients. Outside of her website and social media accounts, Megan doesn't do a lot of advertising. She's found true joy and balance in working through referrals. "It's the only way for me," she says. "That's my style of business."

When it comes to staying in contact with her clients, Megan loves a personal touch. She sends birthday notes and gift cards, and, around Christmas time, she enjoys popping by with a small gift. This gift varies by client and ranges from a bottle of wine to a bouquet or, if there are children in the home, some coloring books or another fun item. This Christmas, she dropped off gingerbread houses at her clients' homes.

Outside of real estate, Megan stays active and likes a challenge. She is currently engaged in a challenge that combines exercise and healthy eating. She loves getting outdoors, and one of her favorite things to do is to go hiking. She and her friends also enjoy trying out new recipes that seek to use more natural ingredients and fewer refined foods such as white sugar or alcohol. When it's time to relax, Megan likes to read non-fiction books. Her favorite thing, however, is spending time with her family and daughter.

Looking to the future, Megan isn't in any hurry to change her business model. "I'm just so happy with how it is right now," she says. "I'm loving the size of my business. Being bigger or having a team doesn't necessarily mean better. Maybe in the future I might switch things up. That's one of the great things about real estate—you can change things. It's never boring."

For now, Megan is excited to continue taking exceptional care of her clients. "We'll see where that takes me," she says. "There's always more opportunity."



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