ACCEPTANCE SPEECH

FOR

DENISE TAYLOR

FINAL

It’s been said that if you don’t hear opportunity knocking, then build a door. Throughout my career I have been inspired by all of you to “build that door,” listen for that knock, and then sell that door along with the entire building!!! Ladies and gentlemen, I am Denise Taylor (**Do you want to introduce yourself or is this unnecessary?)** and I am humbled, proud, and so thankful to be the recipient of the 2014 (?) Realtor of the Year Award!! Our business is very much like the buildings we sell-there is a structure and a purpose for each component and I know that I would not be able to be effective without the foundation and support that I receive from my colleagues, mentors, clients, friends and family. I really share this acknowledgement with all of you. It’s a real challenge to thank and recognize all of you who lit that initial spark within and continue to inspire me every day, but I’m going to speak as fast as I can so that you know just how much this means to me!! (**Wait for the laugh**)

There is an expression, “I am part of all that I have met.” Receiving this honor reminds me of the people that encouraged, taught and nurtured me throughout my life and in my career. I received my real estate license twelve years ago and I have to say that I would not be here … really!!... were it not for the time and dedication given by the Cincinnati Area Board of Realtors and the Realtor of the Year committee. I am sure there were many incredible candidates, and on their behalf, we thank you for all of your careful consideration. My career began with my first mentor, Ms. Linda Wilson. From the beginning she taught me how to be a professional and I always appreciated her positive feedback. I was blessed to continue to learn and be guided by the best. To David Knock and Dan Young, my Stellar family, and to Ken Parchman, all of whom watched over me and taught me the importance of establishing and maintaining excellent contact management, I really thank you!!! Relentless follow up has become my mantra! Those lessons apply to every area of life (**If you want to make a joke you can say**) …. Just ask the other school parents who is the most organized!! (**And wait for the laugh**). To my Sibcy Cline family, I love working with you and I’m sure you all know that Western Hills rocks, and to my manager, Rich, you are top notch!! I have really learned so much from you, not the least of which is discovering more and more layers of resourcefulness and the importance of having many avenues to explore in real estate.

Of course I would never be able to manage my crazy schedule without the love, support and encouragement of my husband Steven. Steven, you are my rock and my best friend, you inspire me every single day and each day’s challenges give me even more reasons to count my blessings. This coming August will commemorate our eighteenth anniversary, which is also a great lifetime achievement. We have two wonderful children who also manage to keep us in line, alert, and aware, and by the way, they make great cheering sections from time to time as they sometimes accompany me on client visits. To our daughter Morgan, thank you for keeping me on my toes on the way to and from school. It’s like I have a forty-five minute master class as you share your passion and drive for the performing arts. (**If you want to make a joke you can say**) I would go on with a shameless plug, but I think the entertainment world will learn of you soon enough! And Morgan, just when you have no idea whether or where you might be coming or going, sometimes you wind up at great luncheons like these!! Helen Keller once said, “Life is either a daring adventure or it is nothing.” Thank you for venturing into the “unknown” with me!! (**Wait for the laugh**) To my son Steven II, I am so proud of your intelligence, caring, and dedication to your schoolwork. If this is how you are in eighth grade, watch out world!!

I have to express a world of thanks to my parents. To my mother, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, who is one of the most selfless people I know, you taught me so much, but I think the most precious lessons I learned from you is to place God first and to give back. For those of you that may not know, my mother began a group that each year raises money for scholarships for high school seniors in the Cincinnati public school district. My father, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ could not be here today but it is thanks to **his** dedication to his work that I learned what it is like to be devoted to one’s profession. For thirty-five years he worked every day-I can barely remember him ever missing work. He set the bar very high and I am proud to have such great examples to guide me! I want to extend special thanks to my mother-in-law and father-in-law, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and \_\_\_\_\_\_\_\_\_\_\_\_\_\_. They relocated here from North Carolina fourteen years ago to be closer to our kids and we are all so grateful to have them here with us supporting everything we do.

As I said in the beginning, I am so thankful for this award, but my involvement with the Board and its committees mean so much more than acknowledgement. It really rounds out my experience as a realtor to be part of an organization that provides genuine support to our community, and whether it is participating on the Diversity Committee or assisting new buyers at the Home Buyer’s Fair at Xavier University, or hosting a mock trial with a real judge, it really works to inform our careers and effectiveness in this industry as we round out our experiences and hone our skills while making new connections. I’ve learned so much about the do’s and don’ts of real estate from my involvement with the Professional Standards Committee as well, and I have to say that in this era of heightened connectivity and the urgency to be informed, I encourage each one of you to consider being an active part of this organization. This board gives so much to us, think about what you can do to give back and encourage others.

Many of us experienced the market shift of 2008 and many left the industry. Those of us that remain demonstrate commitment and resilience as well as the spirit to re-invent and persevere. We’ve all gotten stronger, more informed, and we now have a greater capacity to work and appreciate the goals we set and achieve. Here’s to a bright and successful 2015 for all of us, and to me you are ALL Realtors of the Year!! Thank you all!