

VOLUSIA COUNTY

# REAL PRODUCERS<sup>®</sup>

INFORMING AND INSPIRING REAL ESTATE AGENTS

## Cindy Walker

*with Watson Realty Corp.*

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**TOP 150**  
AGENTS YTD

SEPTEMBER 2018





# CINDY WALKER

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# Living the Beach Life

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**Cindy Walker has spent all of her adult life in real estate and has experienced many changes throughout the course of her time in the field. Year after year, Cindy is more convinced that she made the right choice to work as a realtor, and her hard work, success, and positive attitude are a reflection of the decision.**

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Cindy began her work in real estate in 1976 in Baton Rouge, Louisiana. While she was working as a secretary for a large industrial and commercial development company, they offered to pay for her schooling. She chose to use that opportunity to get her real estate license and realized, "Well if they can do it, I can." Cindy owned her own company in Baton Rouge for three years called Port City Properties before family brought her to New Smyrna Beach and the dream of living the Florida lifestyle came true. "Our 100-year-old aunt lived here, fished, and walked the beach every day, and we wanted to be just like her." Walking the beach and doing yoga and pilates have been ways that Cindy has found to help keep the stress away. Although Cindy moved away from her hometown, she still goes back to visit both of her parents and siblings several times a year. Family get-togethers in Biloxi allow her to enjoy lots of Cajun food and playing cards and slots at the casinos. "If I won the lotto I'd buy and sell real estate for myself!"

After Cindy relocated to Florida in 1990, she found her lifelong real estate home with Watson Realty in 1994. She has been "Selling Florida Yard by Yard" since then! "I could have my own company, but I like the support and the advantages of being with a big company. Watson Realty has fifty-two offices with over 1500 agents and has been in business since 1965."

Having ten offices in the Orlando area gives Cindy a great advantage for both buyers and sellers. She is proud to be Watson's number one agent most years since 1994, selling over \$15 million in 2017. Cindy came in third place for sales volume in the Watson Central Division

out of 500 agents which included the Orlando offices. Her business is split mainly 50/50 between listings and sales and much of it comes from referrals and second home buyers. She lives in Minorca and focuses mainly on the condos and homes in that community, making her well-versed in properties and their amenities.



Having been in the business so long, Cindy has seen the growth in technology firsthand and has learned to adapt with it effectively. "It's so much







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easier and faster these days. Buying and selling takes a lot less money, time, and energy.” Between the help that newer technology provides and the flexibility of the schedule, Cindy plans on working in the business for a long, long time: “I don’t know that I’ll ever really retire.”

Because of the length of time that Cindy has been in the business as well as the terrific success she has had, Cindy follows the practices that are tried and true. “Answer the phone and be available. People like that. **‘You answered your phone, it’s so nice.’** Be available. Ask for referrals. Remind people that if they have any friends or family that have any real estate questions or concerns, to please keep me in mind.”

Cindy Walker has been happily engaged in the real estate market for over forty years and has found

prosperity. Despite the ever-changing technology and market, Cindy’s enthusiasm and energy has been constant and positive and has helped in her business: “My ads say ‘Let my 42 years of experience and enthusiasm go to work for you.’ A sense of humor will get you everywhere.” With forty-two years of experience and accomplishments, Cindy’s advice can be some to keep close to heart.

