



Meet the
Global Family

BY ROCKY NEUFELD



Vicki Pantelopoulos and Darren Bostock are the co-owners of Global Direct Realty, yet when you meet them they also seem like proud parents. They are both from Regina, which was part of their motivation for starting Global Direct Realty just over three years ago. Both were successful REALTORS® in Saskatchewan working for International branded Real Estate Brokerages. But Darren says they both saw something lacking in the local real estate market. “We are both from southern Saskatchewan. We opened this business to serve Saskatchewan and meet the needs of Saskatchewan,” explains Darren. “We are not tied to the rules of a branded brokerage, so we can quickly change, adapt & innovate according to the needs of the local marketplace.”

Vicki agreed wholeheartedly, and Global Direct Realty was born as an independent brokerage. Part of that independence was the choice of the name ‘Global’, which is meant to make everyone feel included and equal. They focus more on building trust with the clients and building the success of the REALTORS®, rather than just building up the company name.

They strive to put everyone in the Global Family in an open culture, where they can openly work as a Team and yet still celebrate each other’s uniqueness and individuality. For instance, some agents specialize in residential while others are focused more on commercial/industrial, farm and acreage. But Vicki is quick to point out that our ‘Power House’ Team is highly talented agents in the Global Family working across southern Saskatchewan, as well as two extremely dedicated customer care professionals.

“We have a very diverse group of agents, the ‘Power House’ Team, so we can effectively serve customers from all kinds of different backgrounds and different walks of life”, states Darren.

The Team supports other agents from other brokerages across the country with referrals, and get that support right back. If you do a bit of research on Global Direct Realty, you’ll quickly discover that they have offices in Regina and Moose Jaw. But everyone at Global is living proof that their operation is much more than two offices. As Vicki explains, new technology allows them to do almost all of their work right from their phones.

“Our Realtors are usually not working from our offices,” says Vicki. “They work independently, virtually, and can be face to face with our clients. Most of the time our real office is the client’s property or the property they’re planning to purchase.”

The name Global Direct Realty is an accurate description of their approach to marketing. If an agent is working for a farm couple who are retiring and moving to town, whether they own 80 acres or 8,000 acres, Global Direct Realty is all about connecting their property to the world with a global marketing plan. As a result, a buyer might be found five miles down the road or literally on the other side of the world.

“No matter how big or small the transaction, we respect everybody,” says Darren. “One of my favorite things is working out in rural areas and helping keep small towns viable.”

The Global name truly applies to their clientele. Vicki is working with a family from Greece who is planning on relocating to Saskatchewan. The ‘Power House’ Team has extensive experience



with relocations from all over the world.

As Family is one of the most important cultures they nurture, they know how important it is to protect and assist in our client's largest family investments. The 'Power House' agents do an outstanding job and our client's let us know by continuously referring their friends, family, etc. to them. This is reassuring that we are really helping.

As a Professional woman in an industry, which was largely dominated by men in the past, is very exciting to Vicki. She is encouraged to see that more and more strong, intelligent, sophisticated women are entering real estate, as shown in the women in the Global Family.

Darren speaks on, "One of the points we wanted to ensure when Vicki and I started Global Direct Realty was we didn't have an 'old boys club' in our business," says Darren. "I admire Vicki's strength and drive as a woman. She has more drive than any man I know."

If her success inspires other women to pursue their professional dreams,





whether in real estate or in another field, Vicki would be thrilled. Whatever the field, she says it's important for a woman to do it on her own terms and stay true to herself.

"Be Strong, Be Confident, Be True and have Fun! If you don't enjoy doing it, it's not worth doing". She adds, "Your own words are the building blocks of the dreams you want to realize. Your words become what you do and what you do becomes your destiny".

One of the things that make Global Direct Realty unique is their focus on family. As a work family, they enjoy working together and being together. Since they care about each other, they also provide support when it's needed. Darren believes that supporting everyone in their home lives is very important to Global's success.

"We care about their families and meeting their needs, which helps our agents flourish in their work," says Darren. "The business is secondary because the success of our agents is number one. When they flourish, the company flourishes."

On a larger scale, Global Direct Realty is a proud supporter of Saskatchewan

families. They created 'Realtors with Heart', which allows them to give back to the community. Darren's youngest son Owen has Down Syndrome, giving Darren plenty of insight into the challenges facing special needs families. As a result Global is focused on helping families with special needs, but with all different types of challenges and afflictions. Kinsmen Telemiracle turned out to be the perfect fit. Each year Global turns over a cheque to Telemiracle as their way of giving back.

Even though they're already doing more than their share to support southern Saskatchewan, the family at Global Direct Realty are looking for meaningful and innovative ways to do even more in the future. Stay tuned! ■



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