

# Superb realtors, super dads

Rookie hustle got this fledgling team on Calgary's realty map, now they are on the brink of another sterling year, but their priorities remain squarely on family.

One of them has appeared in a TV commercial with Howie Mandel, the other one is an accomplished actor/singer/dancer. Yet despite their moonlighting in other media and their full-time duties as parents, they remain one of the most dedicated realty teams in the business who in their first year together have already amassed a ton of recognition from their peers and the admiration of their clients.

Meet Milo Anderson and Stirling Karlsen, who must have the most unforgettable if unusual first names in Calgary's real estate trade, which of course they work to their advantage.

"Unforgettable Names, Unforgettable Service" is their slogan, and you better believe it, as the duo racked up nearly 60 home sales in 2004, an impressive number considering this was their first year working together.

"We are in the Top 10 percent at ReMax Classic, and I was in the Top 10 among 100 realtors here as well," says Milo, who is in the new Boston Pizza commercial. Stirling - his tap-dancing-singing-acting partner - finished right behind, but quickly points out that Milo had a four-month head start in the game. "Still, we're both doing very well and we're looking to have an even bigger year in 2005," Stirling says.

It is this seemingly boundless well of enthusiasm and energy that has made them such a hit with their clients; their savvy use of the most cutting edge technology as tools for their trade also goes hand in hand with their marketing expertise to make them a veritable triple-threat to competitors.

"Because of the ultra-competitive real estate market, many good homes are sold even before you see the ad, but with our savvy use of available communication technology, we can give our clients access to new homes in the market through our New Listings Notification instant information," Milo tells Real Estate Guide.

"This allows you to narrow down your search and just view the homes that you really want to see," Stirling adds.

It is, however, their shared ethical views and high moral standards that have made them click as a team. That, and of course, the good-natured ribbing and back-and-forth that happens when you get them in a room together, it's no wonder they can establish immediate rapport with their customers.



They are also one in their stance that their business is just that, business. And that no matter how successful or stressful their business might get, their world still revolves around their respective families. "This is why we formed the team, to combine our energies and talents and resources so that we can have time to spend with our families," Stirling says.

Milo, a single dad who has three teenage girls, had a sitcom kind of a life trying to raise his daughters and a business. "That is why teaming up with Stirling has been a crucial step, it allows me to enjoy both my business and family life at the same time," he says. This native of Saskatchewan is taking on another partner and is engaged to Andrea.

Stirling has two boys (5 and 2 years old) with his wife Angelie, a Filipina and has been to her home country twice now. He is a respected actor appearing frequently in Theatre Calgary and Stage West, he also has a part in the new movie "Lies My Mother Told Me" which is already earning rave reviews.

"The way we see it is we run our business and not let our business run us, being a realtor and helping people find their home is important to us but being the biggest realty firm around is not what we set out to do," Stirling says.

"Meeting clients face to face is what we are good at, we don't want to lose that kind of personal contact which we might if we aimed to expand the business beyond our limits," Milo says.

Right now, they are in a good place, they may not be the biggest fish in the pond but they are certainly the happiest, no matter what their names are. ■