



SPECIAL PROMOTION

Bruce Glazer

**REAL ESTATE
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@PROPERTIES
BRUCEGLAZER.COM

As a Real Estate Visionary I am always keeping ahead of the game. Trying new technology to better service my clients has been one of my biggest characteristics. I started in real estate 6 years ago and was one of the first to get into online lead generation with tools such as Zillow/Trulia. Coming to Chicago with a very little sphere was tough. Online generation helped build my base into a successful business today. I look forward to the day I sell a 25x125 on the moon!

Highlight of the Year One of the biggest milestones for me last year was becoming a Top 1% broker in Chicago. I also broke into the top 100 brokers within the Chicago Association of Realtors. I am 29 years old and from Richmond, IN. Ever heard of that?!

Boom Town Chicago has so much going on. So many modern high-end luxury buildings are being developed. It is bringing so much to our downtown. I have a couple of units under contract at 9 W Walton, which once completed will be the creme de la creme of the Gold Coast. Super excited to see my clients' new homes.

Dream Team The first person that comes to mind is our very own Thad Wong. He is someone I look up to immensely. He was once in my shoes and now look! Going from a couple of agents to nearly 2,600. A top 50 privately owned real estate brokerage in the U.S. That is absolutely incredible.

Passion Project Every year I participate in Jewish United Fund fundraisers and give a portion of my sales to JUF and to @givesback, @properties' charitable organization.

Big Picture Continuing to do what I do best... and that's real estate. Working with current and past clients and growing my business are at the top of my big picture list. My goal is to be able to run my business incredibly efficiently and grow into the Top 20 of Chicago realtors quickly. I like the feeling of keeping my team small so I can be more tailored to the client experience.

Learned Lesson This is a good one! The longer I have been in this business, the more passionate I have become. I have gained so much knowledge through the years of hard work and different transactions I have been part of. I get super excited when speaking to clients. Through the years I have learned to let the clients do the talking. I believe the best real estate brokers are the ones who listen and who ask their clients important questions. I focus on the clients, on their needs and goals. This is their transaction, and going back to the basics goes a long way!