

TOP AGENT MAGAZINE



BÉATRICE BAUDINET

As her five children began to grow, Béatrice Baudinet came to a crossroads. She'd relished her time raising her children, but as they became more self-sufficient, she decided to take on a new challenge. She'd always had an interest in real estate, and in 2007 she started taking classes to earn her license. She launched her career in 2008, which made for an

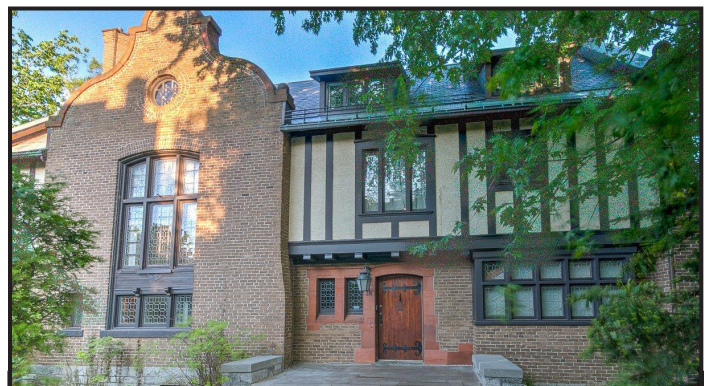
instant fit that spoke to her skillset and personable nature. "I absolutely fell in love with it," she remembers. Béatrice's hard work was met with immediate success, and in her first year she earned the coveted Diamond Award, and has claimed it every year since. Over the course of her career, she's also been added to the Chairman's Club, a designation only awarded to the top 1% of real estate agents across Canada. What's more, she's carved out a sterling reputation for people-first service and an abiding ability to deliver results, time and time again.

Primarily serving the greater Montreal area, Béatrice goes where clients lead, customizing her approach to the buying and selling process on an individual basis. At Royal LePage, she heads a team of four agents that includes her daughter, along with a full-time social media coordinator and a licensed full-time assistant. Altogether, Béatrice's working style is built on a commitment to her client's respective circumstances, needs, and long-term homeownership goals. "Quality service is what we're supplying, and it's not just about numbers," Béatrice says. "Everyone deserves the same respect and attention, regardless of budget." Likewise, Béatrice understands that the transactional process goes far beyond the technical—it's often deeply personal. "Buying or selling a home is not just a business transaction. There are always emotions involved," she says. "Whether we're working on an estate sale or with a first-time homebuyer, as a mother I'm always very nurturing and take the time to teach clients along the way. Above all, I put myself in my clients' shoes and take care of them—from beginning to end." In fact, it's working alongside clients of all kinds that Béatrice enjoys most about her work. To keep in touch with her past clientele, she connects via social media, monthly newsletters, and by simply running into familiar faces around town. "I love becoming part of my clients' lives," she says. "I love the interpersonal interactions and meeting new personalities."

Beyond the warm agent-client dynamic Béatrice cultivates, she takes a holistic approach to listing and marketing properties, as well. Professional photography accompanies each listing, while outreach efforts to the local community ensures that area neighborhoods are keenly aware of forthcoming properties. Furthermore, distribution among the leading digital listing platforms

create prime visibility for new listings. Béatrice also relies on tried-and-true open houses to create a local buzz for a home debuting on the market. With a robust rate of repeat and referral clientele, Béatrice creates a lasting link with those she serves. Over the span of her career, she has worked with the same families and properties multiple times—the surest evidence that her personality and performance stand the test of time.

As for her free hours, Béatrice most enjoys traveling, and has even devoted trips abroad to charitable work, including in Ecuador and Peru. As a mother of five, she also stays busy with family plans and spending time with loved ones. Looking ahead to the future, Béatrice shows no signs of slowing anytime soon. She plans to continue growing her business, impacting the lives of her clients for the better. "I plan to keep on loving what I'm doing," she says finally. With nearly a decade of esteemed experience behind her and a decisive eye toward what's to come, the future is bound to bloom with promise for Béatrice Baudinet and her team.



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