

Magazine features local agent

by **SCOTT STANFIELD**
Citizen staff

Prince George real-estate agent Roger Kollner will be the featured agent in an upcoming edition of Profiles of Success Magazine, a Mississauga-based publication that has been profiling successful Realtors across Canada the past seven years.

Kollner, a nine-time Multiple Listing Service award winner with the B.C.

Northern Real Estate Association, drew the company's attention thanks to the recommendations of previously-profiled individuals.

"It's exciting," said Kollner, a Re/Max salesman who has helped move about 825 families since 1993. "My background is in the hospitality industry, and hotels and restaurants, and I got into real estate 15 years ago and haven't looked back."



KOLLNER

While riding out "the downturn" in the market, Kollner said there were days when he questioned why he was working in a commission-based business. But he persisted through the difficult times and is now

enjoying a thriving real estate market.

"That's (downturn) when you really have to step up to the plate and be organized and keep everything in check," said Kollner, who teaches for the Real Estate Council. "The reality is bills keep coming in. That's the funny thing about life. It's that cliché about taxes and death and bills, but it's reality. I joke about it now, but you literally had to phone yourself to make sure your

phone was still working. You had doubts that maybe your phone got cut off. Does anyone know my number? At least I can joke about it now, but it wasn't a funny matter."

Profiles of Success produces 10 issues a year in 20 regions across Canada.

Kollner's profile, which will include a front cover photo and three-page profile inside the magazine, will run in the first-ever Prince George edition in April.