

Since 1987...



When

you think of Jim and Cathy... do you think of words like intensity, commitment and experience? Well read on and consider the benefits of having Jim and Cathy as your Realtor©!

The INTENSITY!

It's the first thing you notice about Jim and Cathy Watson, they look directly at you focusing 100% of their attention on you. You see their intensity, yet you intuitively feel that they care and that they are interested in what you have to say. Soon you are at ease and talking comfortably with them, like long lost friends.

As you talk, you begin to understand why Jim and Cathy are the very best in real estate. They grasp the key elements of conversation instantly; answers are thoughtful and precise. They radiate an

While at a franchise brokerage we were #23 in Canada and #97 Internationally!

inner confidence, and an inner joy that comes from personal achievement.

Jim was born and raised in Ajax, a small town just East of Toronto where his family ran a small business. It was here that Jim learned the value of a dollar, hard work and treating your customers right.

At 19 (1974), Jim obtained his real estate license and became increasingly fascinated with the study of human nature. At 23, after working through university as a swimming instructor at the University of Waterloo and with a bachelors degree (psychology) in hand, he began employment as a counselor teaching personal coping and problem solving skills. Jim earned his second degree from the University of Windsor in 1984.

Cathy was born and raised in Guelph and grew up entrenched with wholesome family values in a mid sized Ontario town.

Cathy also worked her way through school and obtained an education in the social sciences from the famous George Brown College in Toronto, in addition counseling. Cathy has worked at the University of Guelph and for the Canadian National Institute for the Blind, coincidentally, where Jim and Cathy met.

The COMMITMENT!

In 1986 Jim and Cathy experienced the birth of their first child and began their new roles as parents. Jim ran the Windsor-Detroit International marathon (26+ miles) to top off a great year.

In the following year, although in a satisfying career Jim yearned to return to real estate sales. Applying the lessons learned from life, Jim was determined to



approach real estate as a client-centered and service-oriented business, setting up the highest quality team of professionals and programs to support his innovative marketing style.

In 1990 Cathy entered the real estate profession and became a licensed Realtor©. Cathy's previous training made her a natural fit in providing clients the highest levels of service.

In 2004 Jim earned his real estate broker's license. In 2005, Jim and Cathy decided it was time to take their service commitment to the next level and Homes By