



firstnational
REAL ESTATE
Gary Walsh



26th July
2018

We welcome our newest team member -
Annie to First National Real Estate Gary Walsh.



In May 2018 we welcomed Annie Torok to our team here at First National Gary Walsh.

Annie came to us in one of those unexpected ways – while applying for work in the local region. At one particular potential work place Annie was asked if she would be interested in some part time administration work in Alstonville. She was highly recommended by a staff member to Gary Walsh and the job was practically hers before her first meeting with him.

Annie has begun with us in a support role as an Administration and Customer Care Officer. Her life experiences in various fields such as Counselling, Child Care, Equine Myofunctional Therapy, Aromatherapy Massage and Administration roles as well as self - employment ventures have all attributed to her well-rounded skills.

Her personal qualities are a reflection of a consistency in learning about developing herself and her relationships with others. Annie often brings a deep care with whatever she does, and she listens well to others. She is a self - starter, innovative and a keen learner.

Annie has a 9-year-old daughter who we occasionally have visiting us here in the office. We also welcome Mei to our team and enjoy her zest for life, bringing joy to share with us all.

A big Warm Hello to friends, family and our community!

I am feeling great appreciation having met my colleagues Gary Walsh and Barry Burgess as well as the people I get to meet through First National Real estate Gary Walsh.

I appreciate working with people that are dedicated to providing a service that genuinely cares for people. The qualities I observe in people reflect hearts of gold.

We are now committed to producing regular newsletters like this one. Our purpose of a newsletter is to keep our friends, family, community members and customers informed with interesting down to earth - real-life topics.

I would like to invite all of you to contribute to the newsletters by suggesting topics of interest you may have. If you have an area of interest and you would like to explore it with me please feel free to email or call me.

annie@firstnationalgarywalsh.com.au

02 6628 7306

I look forward to meeting and connecting with you.

Clarity – Are you clear about what you want when buying or selling?

From observing the nature of people and when it comes to making life changing decisions I have often observed myself and other people trying to make a decision while feeling emotional. We often do come to a point where we reach a decision; however, it is not without some kind of emotion that is driving a decision to completion.

On one hand it would appear that we have now been successful in making a decision however on the other hand the emotional decision made cannot be 100% true simply because there was an emotional driving force pushing us to the finish line – all hoping that all will be well now a decision has been made.

Now most of us would have experienced this kind of decision making at times and justify our emotional decisions. Some of us do not like to be seen to make a mistake especially life changing ones because we have this idea that people may judge us. I have found once I accept that all human beings make mistakes and that its ok to even admit this human flaw, then I can ask the question **“What can I learn from making that decision from an emotional state?”**.

Emotional decision making hinders our natural ability to have clarity about anything in that moment or perhaps for a period of time. At the core, emotions are simply the way we express our hurts. Hurts are experiences we have had since childhood up until now that still shows up here and there, which then can trigger an emotional response.

I knew a family some years ago who had to sell their family home of 30 years plus.

It was a decision that was made due to the financial need to sell which made it not only a



Learning to become clear deserves time and space

pressure that was huge but also difficulty in deciding where to make their home next. Basically, EMOTIONS got in the way and made the journey stressful. To this day they never truly settled in their home.

To learn not to react is key, though only possible by identifying the root cause of the hurt / reaction and allowing myself to heal that hurt.

Our hurts can run the show and we can be lead to think that these emotions are who we are and so its natural to make decisions when emotional.

When we experience emotions such as anger, frustration, resentment, bitterness, sadness, nervousness, anxiety and even excitement; our thoughts are influenced and swayed to align to making decisions that correspond or match the emotion we are feeling.

So, you may be able to imagine looking for a new home feeling angry or anxious and find yourself looking at a home that may not actually be truly suited to match all of your needs.

Next time you are wanting to either buy or sell your home consider talking with someone who can assist you through the process so as to become absolutely clear about what you want to do, to support this life changing decision.

Clarity Program now available – all a part of the service we provide

Here at First National Real Estate Gary Walsh we welcome you to come and have a chat with one our friendly staff who can support you through the process of becoming absolutely clear about what you want to do, to support this life changing decision.

Author: Annie Torok
Administrator & Customer Care
02 6628 7306