



*Michigan real estate professional* Roman Torrez takes pride in his strong work ethic, which he credits his parents with instilling in him as he was growing up. It started with his first paper route at the age of 13, then went on to summers of 12-hour days spent in the beet fields, to waking at 5 am to get hours of work in before morning football practice in high school. All of those experiences led him to bring that same dedication to his career in real estate.

Now in his third year as a licensed REALTOR®, Roman works with clients throughout St. Clair, McComb and Sanilac Counties, and is happy to go beyond that to assist clients who need his services. One of the reasons clients enjoy working with Roman is his unique approach to a real estate transaction. “When someone chooses to work with me, we instantly form a partnership and they become like family,” Roman explains. “Their needs, wants and desires become my top priority.” That personalized attention is the standard — whether a client is a first-time home buyer or experienced vet. “I have your back until the end of the transaction and beyond. I want my clients to know that I’m their REALTOR® for life and not just an agent who sells houses.”

With his track record of a disciplined approach to hard work, it’s no surprise that Roman cites dedication as a core belief that guides the way he conducts business. “I had a coach tell me once there are two types of pain: the pain of discipline or the pain of regret. Successful people know that the pain of discipline is the price of success,” Roman says. With that in mind, he sets aside blocks of time each day to work out, read, and spend time simply collecting his thoughts. But don’t let the discipline fool you into thinking he only has a serious side, Roman is also a big believer in the power of staying optimistic. “I do my best to leave past failures in the past and focus on the future,” he says. “I always try to remember to focus on the journey as well as the results, because when you get to your destination you realize that some of the greatest lessons learned happened on the trip there.”

In just three years, Roman has built a business that’s more than half repeat and referral clients, something that takes many agents far longer to achieve. He credits that to advice he received from his first broker, who told him to focus on his past clients. “It didn’t make sense at first, because being new, I only had two or three former clients, which didn’t seem like enough,” Roman recalls. “But then when I reached out to them and they referred others, it made me a believer.” He would offer that same advice to anyone just starting out in the business, along with some other wise words. “New agents need to network with successful people both in and out of real estate to get their name out there, starting with the people they’re closest to. Just stay humble throughout the process and never be ashamed to ask for help.”

His success in real estate isn’t at all surprising when you consider the many honors he earned in his previous career with Best Buy. “I was their #1 salesman company-wide and also led a team that was consistently recognized for being #1.” Yet as much as he excelled in that position, it’s clear that Roman has found a great fit by choosing real estate. “I like being able to have a life by design, not by default,” he says. “I get to enjoy the times that mean the most to me, which is time with my family. I also love helping people and changing lives for the better through real estate.”

## Roman Torrez

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