



Few people are lucky enough to find one profession they love, let alone two. But Sarasota REALTOR® A.Andre Spalvins was fortunate to discover real estate is a perfect fit for a second career.

He came to the area 27 years ago to pursue his dream of being in the marine industry, which he accomplished by selling boats for the same company for 25 years and building lasting relationships with a long list of happy clients. Shortly after retiring three years ago, A.Andre's daughter, also a real estate agent, suggested that he try his hand at being a REALTOR®. "She told me, 'Dad, you've got to do something with yourself,'" he recalls. "I didn't really need to do anything, but figured it's good to do something, so I got my license and got started; I really enjoyed that process."

While the biggest challenge for most new agents is cultivating a client base, A.Andre had maintained relationships with many of his customers from the marine industry, and called on those connections to get started. Now that their

families are grown, many of them have homes to sell and are looking to downsize. A.Andre is happy to help them with both aspects of those transactions. "I have built trust over time and have a personal relationship with many of them," A.Andre explains. "A lot of new REALTORS® come into the area and don't know anyone. For me it was a natural move to get into real estate."

A.Andre brings with him to real estate the philosophy that helped him excel when selling boats: take care of the customer above all else. "That's what has always guided the way I do business and will always be the number one thing above all," he says. Rather than choosing to work with one of the big real estate brands, A.Andre enjoys the smaller, more intimate way of doing business at Andrews and Associates. "It allows me to do some of everything: waterfront properties, vacant land, even some boat docks, really whatever my clients need from me," he says. "This is an interesting and fun business!"

One of the reasons A.Andre has succeeded in a competitive market so quickly is his willingness to keep learning. Because many of his clients are older, he immediately sought and earned the Senior Real Estate Specialist (SRS) designation and completed the Graduate REALTOR® Institute (GRI). Of course, it helps that he is personable, easy-going and as he says, "won't disappear" in the middle of a transaction. "I've been married to the same woman for 46 years, that should tell you something, too," he adds with a laugh.

Real estate also allows A.Andre to control his time and continue doing many other things he's passionate about. He is a lifetime member of the United States Power Squadron and teaches safe boating and cruise planning for them. He is also an avid gardener and member of the Tropical Fruit Society. And every year during the holidays you will find him ringing the bell for The Salvation Army. But perhaps most important, two days a week are reserved for spending time with his 2-year-old grandson Aleks, who is the same age A.Andre was when his family proudly came to the US from Latvia through Ellis Island.

Asked about his plans for the future, A.Andre's answer is simple, "My wife is a Trekkie, so we always say, live long and prosper."

A.Andre Spalvins

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