



One of the first things most real estate agents discover is that it's a career where no two days are ever the same. For some, it's a tough adjustment. For Fargo REALTOR® Alicia Graves, however, it's one of the things she loves the most about her chosen career. "I love the people I meet and make it a point to stay in touch with my clients, even after the transaction is over," she says.

As an agent serving the Fargo-Moorhead area and the surrounding communities, Alicia is proud to be part of Green Team Realty, where her broker is someone she knows well — her mom. "I actually started in the business as her assistant and found I really liked everything about the industry," Alicia recalls. She has followed in her mother's footsteps by staying true to her values. "My motto is to 'play nice in the sandbox.' Whether it's clients or other agents, there's a good chance you're going to run into the same people a number of times during your career."

Clients who choose to work with Alicia find she's an agent who genuinely cares about the experience they have when buying or selling a home. Whether it's a home inspection, choosing materials for a new build, or simply answering a question that's keeping someone up at night, she is quick to respond and eager to educate. "I never want to leave anyone hanging. I do my best to guide them through the process," she says. "If I don't know the answer, I will always direct them to someone who can provide it and make sure to put them in contact with the professionals they need."

In an industry that sees many real estate agents come and go within their first few years, Alicia's nearly

decade-long career is something new agents would be wise to emulate. So what are some of the keys to her longevity and success? "It's not a part-time job and you need to be flexible and adaptable," she says. "You're never bored. People change. The industry

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changes. The houses change, nothing stays the same and even though I love it, that can be a hard adjustment for some people." She also cautions new agents not to over-promise and to practice thorough follow-through. "I always tell people to stick with what you know, what you're good at, and don't say things that are outside the realm of possibility."

While staying realistic and positive are keys to weathering the ups and downs of real estate, supporting the community also helps Alicia keep things in perspective. The Green Team chooses a particular charity to work with every year. Past partnerships have included the Homeward Bound Animal Shelter and Habitat for Humanity. This year, Alicia is excited to be assisting the Jeremiah Program, which helps single mothers with small kids get back on their feet through counseling, affordable housing, safe child care and access to higher education.

Alicia has a lot to be proud of in her real estate career, but there's one thing that means more to her than just about anything else. "Getting a personal referral from a client always makes me proud. It means clients felt I did a good job for them and feel confident enough to share my name with someone they care about."

*Alicia Graves*

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