

# Introducing Tony Cant Real Estate's Award Winning Women In Real Estate



**Candice Taggart**

For Candice, the best thing about working in real estate is seeing the clients and customers happy at the end of the day because she has helped them achieve their goals.

Her duties at Tony Cant include prospecting for potential clients (business development) selling of properties including land, residential and rural.

Candice was a manager of the Master Builders Association and developed a passion for customer service and real estate in general before moving to real estate.

She likes helping people find positive results whether that be an investment property or their dream home.

"As a young couple my partner and I have a good understanding of what it takes to be successful in our careers. Prioritising and communication help us to achieve a healthy balance.

Candice has made several achievements in her career.

"I have received both written and verbal commendations from clients and I was overjoyed this year to be part of the Tony Cant Team when we won the Small Business Champion Awards for most outstanding agency in NSW/ACT.

Candice aims to continue expanding her knowledge in real estate with Tony Cant Real Estate and become an outstanding salesperson in both listing and selling in the Hunter.



**Jody Morrissey**

Jody began her real estate career in property management and has since moved to sales.

Her position involves listing, marketing and selling of properties including land, residential and rural. She also maintains client relationships.

Jody enjoys dealing with people.

"I like to help people make positive changes in their lives," she said.

"Prioritising is necessary and taking time out to enjoy life.

In saying that, my job is part of what I enjoy."

Jody has also enjoyed many successes in real estate.

"I have a high list-to-sell ratio, with several properties being sold in the first days of marketing exceeding vendor expectations."

As a woman in real estate Jody brings a warm and sensitive approach to "what can be delicate sales situations".

Her goals are to "always maintain my honesty and integrity whilst continuing my sales career and to always work in the best interest of my clients".

"I have helped numerous clients by having a modern, fresh approach to real estate.

"I enjoy what I do and am grateful for the opportunity to help people make positive change in their lives."



**Julie Hillas**

Women have an in-built sympathetic ear and manage to connect quickly by listening to the client. It's almost a sixth sense says Julie. After 15 years in the industry Julie's job involves listing, marketing and selling of properties including land, residential and rural.

Julie has a few tips for maintaining a balance with work and home and family, because she says the job "gets in your blood and you are hooked". "It's a challenge trying to have a social life other than weddings, christenings and funerals."

There have been many successes in Julie's career including: Being acknowledged for my copy writing skills with an award for Best Commercial Advertisement won in 1997. Also I have done a lot of work on behalf of the many government departments and charities over the years. This is a true reinforcement of trust in our company and for me.

Finally having passed the '500 properties sold' mark 2 years ago - I wonder what number I'm up to now?

Julie's goals are to never drop her guard regarding her reputation as a trustworthy person and "to retain my enthusiasm towards the marketing of each property I list. I would also love to become Maitland's first female auctioneer". She has made a difference to the industry in passing on local knowledge to newcomers in the profession and "I have had and still enjoy very long relationships with people that I have worked with over the years".



**Sally Stocker**

Sally chose a career in real estate because she wanted to meet and help both vendors and purchasers achieve their goals and dreams.

After 16 years in the industry her role includes listing, marketing and selling of properties including residential, land and rural.

Sally worked with a local solicitor and became interested in conveyancing and real estate. She made the change and still loves her job.

When asked about how she achieves a balance between work and home, Sally said "I don't think it is any more difficult for women than men to achieve a balance between work and home. In fact women can have an advantage knowing what women want and what works in a home situation.

Over the years there have been many successes for Sally, both big and small but each opportunity 'makes my day'. Sally believes women bring the skills of patience, empathy, multi-tasking and optimism to the industry.

Her goal is to do her best to achieve a high level of service satisfaction and results for her clients.

"I have enjoyed helping my clients reach happy outcomes and believe that offering good service enables my clients reach their desired outcomes is the best thing about this career."

Winner of 7 Hunter Business Awards - Outstanding Real Estate Agency

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