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by Carolyn Smith / photography by Ruben Cruz

Living the Committed Life To Family, Community and Real Estate

Bill Arnold

If a person's success can be measured by commitments kept and opportunities created, then Bill Arnold is a terrific example of how dreams can come true.

Raised in an Army family, Bill's father was in military intelligence for 21 years requiring the family to move around the world. Born in Massachusetts, Bill spent time in Japan, Hawaii and Virginia before his father decided to retire to Tucson in 1969. The constant relocation, inherent in the military, was difficult for Bill but it taught him important survival skills; including the ability to appreciate the

differences between people and thriving in a world of constant change.

"My childhood was definitely an important part of who I am. I learned to hit the ground running and to adapt quickly. My children have benefited from having solid roots here in Tucson, so their skill set is different than mine," he said.

He grew up knowing at some point he wanted to be the master of his fate, and at 19-years-old he dropped out of college at Penn State University, moved back to Tucson and took his licensing class from the Hogan School of Real Estate.

"It was challenging. My first five years in the business were very difficult. People had to weigh the risk of handing over their life savings to a very young man. It was a tough sell, but I survived," he said. "I worked hard to earn their trust and was always willing to go the extra mile for my clients."

Bill hung his license with a local CENTURY 21 franchise where he met his wife Diane, who he has three children with, Billy, 14-years-old; Lauren, 13; and Megan, 12.

"My family is my absolute priority. I spend as much time with them as possible. I still work about 60 hours a week which allows me time in the evenings and most weekends to be home. Diane supports my business by wrangling most of the administrative duties, allowing me to spend more time in the field. Diane is good at the things I'm not and vice versa. We make a great team. Being a "real estate widow" is difficult and many times lonely. I'm fortunate to have married someone who has experience in and patience with our profession," he said. After working for CENTURY 21, Bill found his mentor, Bill Sullivan of Sullivan REALTORS®.

"I credit Bill Sullivan with my success and passion for our industry. Bill taught me the land business, ignited my interest in land use issues and most importantly showed me the real value of being a REALTOR®. I consider myself very lucky to know Bill and to have benefited from his friendship."

In 1990, Bill became an associate broker at Genesis Real Estate and Development, Inc. where he has focused his REALTOR® related efforts on regulation and public policy issues.

Bill was raised in an Army family. The constant relocation taught Bill important survival skills.



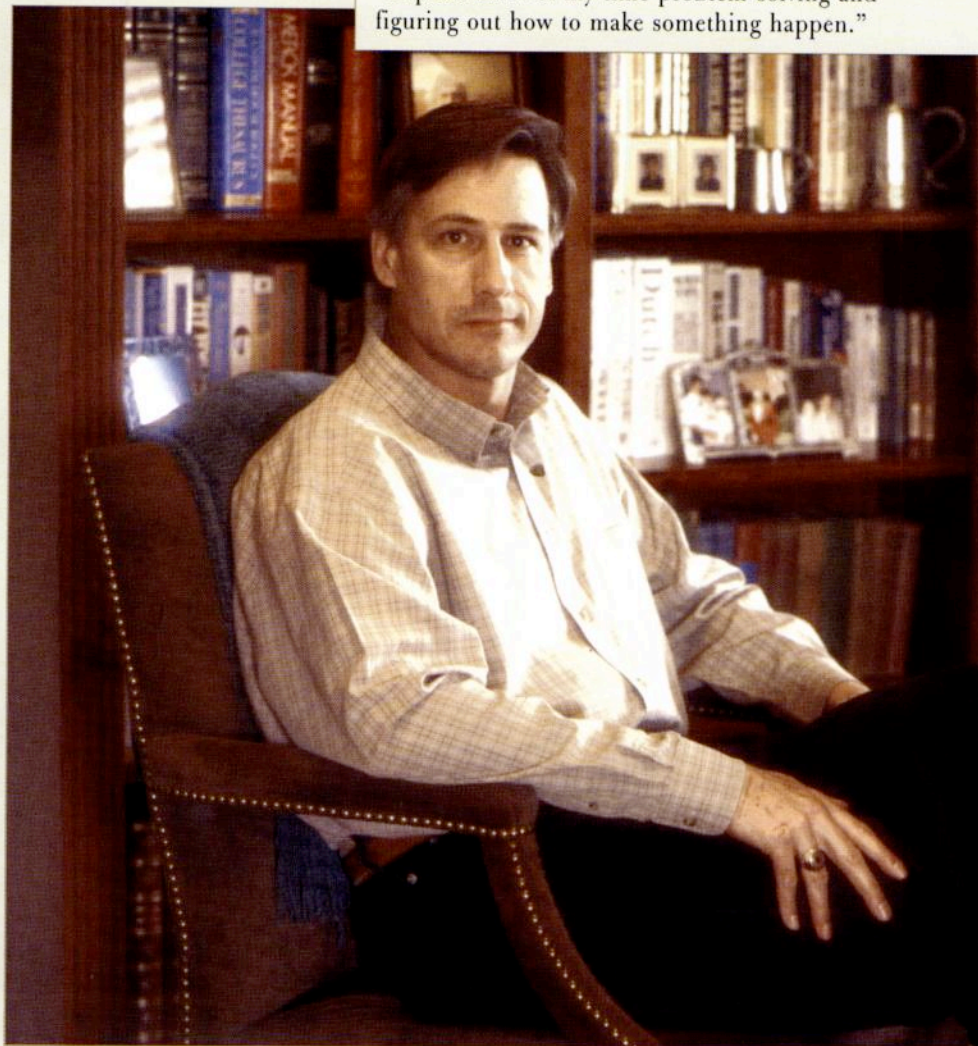
"Every day is very different. I spend most of my time problem-solving and figuring out how to make something happen; I see myself as more of a consultant than a salesperson," he said. "I enjoy solving complex, 'three-dimensional', transactions. Of course they can give you a stomach ache, but in the end there is a great deal more satisfaction when that kind of transaction closes rather than a slam dunk," he said.

Bill also enjoys working on numerous committees and boards that involve land use, property rights and regulatory issues. He says his heart is in the public policy arena, where he puts on his 'property owner' hat first when taking into consideration the effect potential legislation will have, and then focusing on the issue from a professional standpoint.

"Ultimately what's good for the property owner is good for our profession," he said.

His numerous commitments involve serving at the local, state and national level. He is Senator John McCain's Federal Senate Coordinator for the National Association of REALTORS®. He serves on NAR's Board of Directors in addition to the Arizona Association of REALTORS® Board of Directors. Bill is the Chairman of the State REALTORS® Political Action Committee (RAPAC), as well as the Tucson Association of REALTORS® Government Affairs Core Area. Along the way, he also helped preserve the 30,000 acre Empirita Ranch and create the Las Cienegas National Conservation Area. Bill currently serves as a member of the Pima County Sonoran Desert Conservation Plan Steering Committee which is focused on creating a Habitat Conservation Plan for Pima County.

"At the national level I'm involved with setting NAR policy on real estate related matters and contacting Senators and Congressmen on various issues. On the state level, I've testified in front of House and Senate committees on pending legislation and help craft AAR's public policy positions. On the local level I've helped create, or modify, a variety of ordinances with both the Tucson City Council and the Pima County Board of Supervisors. I pursue positive resolution of issues and consid-



"I spend most of my time problem-solving and figuring out how to make something happen."

er it an obligation and a honor to be a part of the legislative process," he said.

Bill's commitment to serving the real estate industry and participating in public policy matters have been critical components for his success. In 1992, Bill was honored to be awarded the prestigious REALTOR® of the Year award, and in 2000 was the recipient of both the REALTOR® of the Decade and the Roy P. Drachman Public Service Award.

"We have a moral obligation to support the industry which strives to improve our lot in life. That obligation includes participating in the functions of our local Association - No less than our obligation to participate and give back to our community. This is a critical component of being a REALTOR® and a citizen," he said.

Whether he's meeting with Senator John McCain on behalf of the National

Association of REALTORS® or talking to the Tucson City Council about sign permit fees, Bill gains knowledge and inspiration by his proactive involvement in the legislative arena. He has an in-depth understanding of the challenges facing the real estate industry because of his involvement and is keenly aware of the difficulties facing our industry involving the regulatory and legal climate.

"It's critical now, more than ever, to be able to weave through the regulatory maze, proactively influence the legislative process and to strive toward a more homogenous and stable marketplace," he said. We have competing local jurisdictions, state statutes, and national laws; any one of which can wreak havoc on our profession. It's a very difficult time in our industry."

Bill remains upbeat about the business and thrives on finding ways to make deals come together and discovering



"My family is my absolute priority" Bills Family: Wife, Diane; Son, Billy and daughters Lauren and Meagan

opportunities for resolution. After 24 years as a REALTOR® he continues to put the time and effort into making successful transactions and seeking out new challenges for himself. On a personal level Bill has committed to volunteering with the Boy Scouts of America, an organization his son Billy is involved with. He recently chaired the Troop 129 Parent Committee and has just transitioned into the same role with Venture Crew 129, which he co-founded in 2002 with Todd Clodfelter, a custom promotional advertiser specializing in real estate related items.

"Second only to watching my children grow, this has been the most gratifying experience of my life. Watching these 60 boys become young men has had its challenges, but in the end has been worth every moment. There is tremendous satisfaction in seeing the look of amazed achievement on a boy's face as he summits Rincon Peak after nine grueling hours of hiking. It's simply irreplaceable."

In addition to helping with the Boy Scouts, Bill also spends time with his kids working on homework and various projects and activities. All three children attend religious training at Corpus Christi Catholic Church. Bill and Diane are supportive of their children's endeavors, including going to college for son Billy, a prospective nursing career for daughter Lauren and a budding musician in daughter Meagan.

"College wasn't the right choice for me, but we completely support our kids education and their fields of interest. Diane and I brought our children up with the same rule my father taught me - when you make a commitment, you stick with it and give it your best shot. Persistence and commitment are omnipotent," he said. "My dad was 42 when he retired and started a new career. The great thing about real estate is that you wake up every day with a new challenge and a new opportunity. At any point you can change direction and with continuing education you can go from selling land to any other facet of the industry. There is enough variety and depth in this business to be constantly challenged. Being in the real estate business isn't a job...it's a way of life," he said. ★

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