

AGENT PROFILE *Brian Clarke, Jr.*

## Career switch proved tough

When he was just 21, Brian Clarke, Jr., bought his first house. It was then his Realtor first mentioned becoming a real estate agent and eventually persuaded him to do so.

Twelve years ago, Clarke finally made a career change from managing veterinary practices to becoming a Realtor. This challenged him to put his networking skills to work to let people know he was changing businesses.

Today, he follows the philosophy of Franklin D. Roosevelt who said, "Real estate cannot be lost or stolen, nor can it be carried away. Purchased with common sense, paid for in full and managed with reasonable care, it is about the safest investment in the world."

Clarke, an award-winning top producer, feels what sets him apart from others in his field is his communication skills, response time, ability to think outside the box and social media marketing skills. He is currently nationally ranked for social media.

He said being caring and charismatic are among his best skills. He has learned negotiating skills and has developed the "if-you-don't-ask-you-will-never-receive" concept when completing transactions.

As an agent with William Pitt Sotheby's International Realty, Clarke serves lower Fairfield County. The most rewarding part of his career, he said is closing day simply to witness the buyers' joy of a new home. For his sellers, it is



**Business:** William Pitt Sotheby's International Realty

**Lives:** South Norwalk

**Office:** Wilton

**Expertise:** Single-family residences

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the success of a completed transaction.

Born and raised in Norwalk, the agent still lives in Lower Fairfield County.

In his free time, he plays softball and teaches spin class, where he has actively promoted his business by passing out towels with his business name.

He has a bachelor's degree in animal science from Virginia Tech and is currently working toward his broker's license.

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