

AGENT PROFILE *Sally Gorman*

Corporate training helps agent

After 27 years in corporate America as an executive secretary and tax analyst for IBM, Becky Hood's position in the company was off-shored to Argentina. She had just taken and passed her real estate salesperson exam months before and loved the idea of being out and about and working with people instead of the trying to change the corporate bottom line, where you really don't feel any impact to the customer with the work you do, she said.

So four years ago, she decided to leave IBM and follow her heart with a huge career change and has never regretted her decision.

Because of her corporate training and being accountable for her work performance and to her team, Hood is always trying to work harder and smarter and strive for 100 percent customer satisfaction.

"I love my clients and have an easy way with them and make them feel comfortable sharing their personal information and needs," she said. "I try to make the experience fun while getting the job done and helping them obtain their goals whether it is buying or selling. I am available and very responsive."

She is familiar with many mortgage programs and can help direct them to mortgage specialists that can offer different types of mortgage offerings to help finance a home buyers might not of thought would work for them.

She primarily services Southbury, Oxford, Middlebury, Woodbury, Newtown, New Milford, Danbury and Brookfield where she resides on Candlewood Lake.

In her spare time, Hood enjoys traveling,



Lives: Brookfield

Office: Danbury

Expertise: New construction, waterfront properties, first-time home buyers, single-family and condominium sales

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spending time with family, golfing, boating on Candlewood and long walks her Brittany Spaniel.

She has been married for 21 years and has grown children: daughter, Nicole, living in Sandy Hook and son, Gregory, living in Atlanta. She is also notary certified.