

AGENT PROFILE *Holly Fichtel*

Agent never stops learning

After leaving her job as an information technology program management consultant, Holly Fichtel thought she'd try something quite different. Her mother was a Realtor for many years and her dad was a mortgage banker, so becoming a real estate agent seemed like a good choice.

That was 10 years ago. Today, she follows what she terms a pretty simple philosophy in her job: Have integrity, pay attention to detail, follow through and enjoy your work and your clients.

What sets her apart from others is her belief to never stop learning. Taking this to heart, Fichtel recently completed all the course work for the GRI designation from the Connecticut Association of Realtors. She also takes full advantage of William Pitt Sotheby's extensive array of learning tools.

Because every transaction is different and every person is different, the real estate agent feels her greatest skill lies in understanding the client and their motivations.

"It is in my opinion that is extremely important to have a great sense of humor, perhaps my strongest skill," she said, adding that the most rewarding part of the job is becoming friends with the client.

Fichtel, who works out of William Pitt Sotheby's Stratford office, is a certified relocation agent and has lots of experience with short sales and foreclosures.

She serves the communities of Milford, Shelton, Monroe, Trumbull, Bridgeport and Stratford where she personally lives. Her sales have been as far east as Madison and



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south to Stamford.

When she gets some free time, Fichtel enjoys playing golf, reading, visiting with longtime friends and taking long walks with her dog. She has a daughter and son-in-law whom she feels she won the lottery with.