

Broker is a natural leader

Brian Clarke Jr. bought his first house when he was just 21. It was then his Realtor first recommended Clarke should go into real estate and eventually persuaded him to do so — 13 years ago.

That's when Clarke made a career change from managing veterinary practices to real estate.

In the last year, he changed roles again — but not businesses — when he obtained his real estate broker's license and was named the brokerage manager for William Pitt Sotheby's Southport office.

He now oversees 102 real estate agents and five administrators.

"This new position allows me to recruit new agents and help them build a successful career in real estate," Clarke said. "Furthermore, I can help the current Realtors in my office build upon their current business."

He has implemented a program within the office that provides direct training and round table discussions within the Southport office.

With his sports background and previous management experience, he has a natural leadership ability, he said.

"I also feel people either have the leadership [and] motivational qualities in them or they don't," Clarke said. "I take the team approach to the office. Although individuals, we need each individual to perform for all to be successful."

With the new role, his philosophy



Business: William Pitt Sotheby's International Realty

Lives: South Norwalk

Office: Southport

Expertise: Single-family residences

Contact: (203) 246-4771,
bclarke@wpsir.com

towards real estate has not changed much. He said he is very bullish about the 2017 market.

Being caring and charismatic are among his best real estate skills, Clarke said. He has learned negotiating skills while managing the practices and developed the mindset that "if you don't ask, you'll never receive" when completing transactions.

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