

AGENT PROFILE *Rodney Bullock*

A knack for closing a deal

A people's person with a knack for closing the deal, Rodney Bullock decided to give real estate a shot after working more than 20 years selling cars in Fairfield County. The move has paid off for Bullock, who grew up in Norwalk and works with many clients there.

"Going from the car business to this business was a natural progression. Both are dealing with people, which I enjoy," Bullock said.

Bullock, a Realtor since February with William Pitt Sotheby's, said "I just recently got really busy and I like being busy. It's a great time to be in the market and I've has a lot of showings."

Even though he's only been in the business three months, Bullock said he has a lot to offer clients.

"I might be new in the business, but I have 20 years of experience in customer service. I know how to treat individuals like individuals. I don't have a cookie-cutter routine on how to do things," he said.

Brian Clarke Jr., the broker/manager for William Pitt Sotheby's Southport office, was a major reason Bullock became a Realtor. Clarke, who was a client of Bullock's when he sold cars, suggested the career change.

"He has become a good friend," Bullock said of Clarke. "He gave me a lot of great suggestions and told me 'I'd kill it' in this business and would be perfect for it. I have a tremendous support system at William Pitt and could not ask for a better place to be."

Bullock said working for William Pitt Sotheby's makes his job easier.

"I love the fact that it's an international brand. I can go anywhere and I can walk into a William Pitt Sotheby's office," Bullock



Business: William Pitt Sotheby's International Realty

Lives: Westport

Works: Stamford, Southport

Experience: First-time home buyers

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said, adding, "The company provides a lot of hands-on training and there was a whole week of training in early May related to closings, mortgages and just a lot of learning."

Bullock covers much of Fairfield County, including Norwalk and Stamford.

"I was born and raised in Norwalk and I know the area better than anyone," he said. "I love the diversity of Norwalk. I also love the restaurants and there is great night life and a lot of art."

Bullock also coaches wrestling for boys and girls ages 5-10 and is chairman of a Norwalk-based charity called "Two Wheels Organization" which provides bikes to under-privileged children.