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Lynda
DIMOND

Real Estate Is Her Cup of Tea



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Real Estate Is Her Cup of Tea

By BRIAN PARIS

Lynda
DIMOND

"Bob's your uncle" is a genuinely British phrase that means, "a happy conclusion has been reached", or "everything is A-OK." It's not clear who Bob was or why his being your uncle should be so felicitous. But it's a sentiment that is synonymous with the results Lynda Dimond achieves as a Realtor, with Keller Williams in Walnut Creek.



Lynda Dimond and Stephanie Cicconi

Born in the County of Kent just 40 miles or so from the heart of London, Lynda had a traditional education. After high school she had four years of teacher training, graduating with a Bachelor of Education from London University. Her special areas of teaching were English and Physical Education, so she definitely grew up with what she calls a competitive spirit. She taught in England for five years, usually all-girl schools, during which time she coached sport at a very high level, including girls who played field hockey for England.

Then in 1986 she was wooed away from England by an opportunity to move to San Francisco. Lynda fell in love with California and with her working visa, began teaching again at a Montessori School's elementary program. As much as she loved teaching, she began to feel that she needed to engage in a different type of challenge.

Oddly enough, competitive sports became the conduit to that new challenge. While playing on a co-ed soccer team, Lynda met a fellow English teammate who happened to be in real estate. He related how rewarding the field was and Lynda sensed it was something she should definitely be checking out. She gave up an evening job coaching gymnastics to take a 12-week real estate licensing course in Walnut Creek, and upon receiving her certificate, began working at Century 21 Aamerica West.

It was a smaller office and so Lynda was the beneficiary of a good deal of practical hands-on experience from both Chris Moulis, the Broker-Owner, and from her fellow agents. As a soccer player, Lynda likes playing right wing, which means being up front to the action. That same go-for-it spirit came into play in her real estate career, where she immersed herself, knocking on doors and networking. The efforts paid off. In nine months, she completed 17 transactions.

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Lynda feels the keys to her success are her devotion to consistent marketing and continuous lead follow up. Agents need to treat each client the way they personally want to be treated. April 20, 2009 will mark her twentieth year in real estate, and in that time she has seen all the facets of the market. While the media usually paint a negative picture of the real estate market, Lynda sees the current market as a great opportunity for both first time buyers and move ups. She delights in helping people move into homes and neighborhoods that were out of reach for them just a year or two ago.

In May of 2000, Lynda became the first agent to join the Keller Williams office in Walnut Creek. One of the owners, Beverly Steiner, approached Lynda, and felt she would really benefit her clients and herself by getting on board. She was right. Keller Williams encourages agents to build teams and in essence, be in business for themselves. It's a concept that has produced strong results and Keller Williams now has 33 offices throughout the Northern California and Hawaii Region. One member of Lynda's team that has done an awesome job as transaction coordinator



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and marketing director is Stephanie Cicconi. Lynda will also likely be looking for a new buyer's agent in the coming year, to bookend her own efforts as a listing agent.

Another facet of her real estate career that Lynda finds rewarding is the opportunity to participate in various positions of responsibility in industry and charitable organizations. She joined the Women's Council of REALTORS® in 1992, which promotes education programs, leadership and community events. She became president of that group in 1998. She also served as president of a marketing group called Contra Costa Realtors in Motion in 1996, 1997, 2007 and 2008. As a member of Contra Costa Association of REALTORS®, she has participated on the Professional Standards Committee and chaired the Greivance Committee.

In her leisure time, Lynda enjoys keeping her energy levels high through sports. She attends a local gym regularly and plays golf, and tennis as often as time permits. She and her husband of three and a half years, Dan Ardissonne, love to travel and of the six weeks she devotes to vacation annually, she and Dan spend two weeks in England visiting her family and friends. There is also the get together with the Ardissonne family in Palm Springs, where Lynda can really indulge her love of tennis and golf.

Sport is an important part of her life and Lynda jokes that she has been known to sell a listing while doing backflips on a trampoline. Now, that type of focus may sound a bit exaggerated, but the reality is that Lynda Dimond brings an Olympic-style gold medal performance to every client, every transaction.

Lynda

DIMOND

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