

Todd Gubler

Real Estate Investors Platinum Team

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With more than \$25.5 million in sales for 2007 and more than 200 listings under his belt, most people wouldn't guess Todd Gubler is a rookie. His solid work ethic and mature outlook don't say "novice," either.

But Todd's latest honor, nominated by his peers and awarded by the Utah County Association of Realtors, confirms his status – "Rookie of the Year."

And he doesn't take full credit for the award.

"It takes a lot of people working together to make things happen in real estate," he says. "You can't do this all by yourself. I have had a lot of help to get where I am right now."

To those who have worked with Todd, the award comes as no surprise.

"Todd exemplifies the very best attributes of a real estate agent, and he has always displayed a high degree of integrity, responsibility and ambition," says Bruce Tucker, a broker and owner of Prudential Utah Real Estate. "He is honest, fair and a hard worker. I honestly cannot say enough good about Todd."

Kevin Thomas, mortgage broker with Utah Federal Financial, says Todd chooses service before business, and lifts others wherever he goes.

"I have seen Todd firsthand do an excellent job in taking care of clients," he says. "He is most concerned for their well-being. His character is outstanding."

While Todd has only had his real estate



- 2006 Rookie of the Year, Utah County Association of Realtors
- 2006 Rookie of the Year, Prudential Utah Real Estate
- 2006 Prudential Residential Agent of the Year
- 2006 Prudential Listing Agent of the Year
- 2006 Prudential Top In-House Agent of the Year
- 2006 Prudential Pinnacle Platinum Award
- 2006 Prudential Top of the Rock
- 2006 Prudential Listing Club
- 2005-2006 Excellence in Real Estate Award
- 2003-2004 Provo-Orem Chamber of Commerce Board of Directors
- 1999-2004 Corporate healthcare executive
- 1995 Master's degree in organizational behavior, Brigham Young University
- 1993 Bachelor's degree in communications, Brigham Young University
- Closed more than 130 transactions since 2005
- Achieved "Multi-Million Dollar Producer" status in less than three months
- Currently has more than 100 active listings

license for two years, his experience and education set him apart from his competitors. He has a bachelor's degree in communications and a master's degree in organizational behavior, both from BYU. Todd worked as an executive in the health care industry for 12 years but had always had an interest in real estate. His transi-

tion to a career in real estate was natural because he had managed land and commercial real estate transactions for some of his previous employers.

After just two years in the industry, Todd has become a realtor who "does everything." He says his background in business and work in the corporate world prepared him well to work across the board – including residential, land and commercial real estate.

After just six months of working in real estate, Todd's record was above average and 90 percent of his clients came from repeat business and referrals. His assistant, Jenifer Muse, attributes his success to the ownership he takes in each listing and each transaction. He manages transactions for his clients like he would his own transactions.

"Before we even have the paperwork to put the listing on the MLS, Todd is making phone calls and actively searching for appropriate buyers," she says. "The percent of listings he sells astonishes me. He has an unnatural ability to connect people's needs with the resources that are available."

And to Todd, that ability to connect people with resources is what it's all about.

"In the networking process, you recognize people's wants and needs," he says. "As I listen to people, I'm able to match them up with the property that best fits their needs. Real estate is all about bringing people together for a mutually beneficial outcome."