



BUILDING A WORLD-CLASS REAL ESTATE AGENCY

The creation of a world-class real estate agency requires more than just an inspired vision. It necessitates skill and knowledge of an experienced professional, and the ability to actually get the job done. Despite challenging economic times, Broker/Owner Hank Van Joslin is building Van Joslin Real Estate into a world-class real estate agency.

Hank has had many chances to prove his willpower and determination which helps him to be the driven man he is today. At the age of 16 his outlook on life was enormously altered; during his senior year in high school, Hank was involved in a serious motorcycle accident leaving him with a broken skull and broken backbone. Since then he has looked at life from a different perspective. After spending almost two years on paraplegic crutches at The University of Tampa, where he had planned on playing football, Hank was finally able to get back on his feet with the aide of braces and a cane.

“As odd as it may sound, when asked about my condition back then I said that my situation was a temporary inconvenience I was going through,” says Hank with a big smile.

This is the same attitude with which he approaches today’s market challenges. He considers them a temporary inconvenience that he will guide his team through by staying focused on the basic principals that have proven to work for him in the past three decades. “I remember back in the early 1980’s when interest rates went to 17.5 %, I went to the international market for clients, something we are successfully pursuing again today. Then with the Savings & Loan crash, we were forced to really get back to basics, the cornerstone of our programs. Current challenges always seem bigger than the ones that have passed, but these too we know will pass.”

Hank’s experience includes having built an international branded food company that he took public in 1994, and was subsequently purchased by Del Monte. His previous successes and accomplishments give him a good idea of what Van Joslin Real Estate could grow into.

“Like any successful business that will need the staying power to survive drastic market swings, we have built a foundation with proven industry leaders,” Hank explains. “They not only can mentor our next generations of agents but also have the flexibility to change as the industry and market evolves.”

Hank explains that unlike in the recent past, there currently seems to be an unprecedented willingness by people young and old to look for guidance and help from seasoned professionals with proven track records. “The era of the “know it all” is behind us; instead people want to work together and build on each other’s experience and strength. Self-centeredness and individualism are giving way to teamwork and community in our personal and professional lives. We’re changing back to the principals that built this great nation of ours!”

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www.VanJoslinRealEstate.com

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Van Joslin Real Estate is a multifaceted company offering a wide range of services for buyers, sellers, developers and investors. Their office in The Woodlands is their corporate headquarters as well as the premiere residential Luxury Properties Boutique for The Woodlands and Houston area. The international sales division Caribbean Resort Properties is the sales and marketing agent for Cap Cana, a 28,000 acre luxury-living beach, golf and marina community in the Dominican Republic. With roots in Latin America as well as The Woodlands, many of the agents at Van Joslin are bilingual in English and Spanish and have a complete understanding of lifestyles in the U.S. and Latin America.

When it comes to service, Van Joslin Real Estate delivers exceptionally. They offer individualized, boutique-style service that starts with having an agent on-call 24 hours a day, seven days a week. Their services include sit-down sessions to carefully analyze each client's current real estate portfolio as well as discussions and advice about the wants and needs of every buyer, seller, tenant or investor. "There is no silver bullet in real estate. What has proven to work for me and my team is listening, researching and analyzing options for our clients." Van Joslin Real Estate boasts of being persistent and diligent in their work. They understand that the transactions they oversee for their clients could be the single largest investment in their lifetime and that whether they are buying or selling a home or business, since it's important to the client, it's important to Van Joslin Real Estate.

Relationships and networking have been key ingredients of 3 decades of successful representation of buyers and sellers at all levels, from single residential home transactions to multi-million dollar development deals. Hank has been honored nationally and regionally with many of the most prestigious sales and marketing awards given by the National Association of Home Builders, developers, real estate trade associations and some of the largest home builders in the USA. Van Joslin Real Estate continues to be called upon by national and local builders to assist them with their sales and marketing programs and projects, totaling in the hundreds of millions dollars.

Hank and his wife Lori are residents of Carlton Woods, The Woodlands, Texas and have three children, Gaby (25), Hank IV (23) and Ayrton (9). Lori works as the marketing director and realtor for Van Joslin Real Estate, and owns the diamond brokerage and custom jewelry company GemsGalori. Avid nature lovers, they collect reptiles and enjoy the outdoors. Their daughter Gaby was named Rookie Realtor of the Year by The Woodlands Development Corporation and is a top producer for the agency. Hank IV has just joined the business after graduating from Texas A&M. Ayrton is a red belt in Tae Kwon Do and very involved in academics.

Van Joslin
REAL ESTATE
A LUXURY PROPERTIES BOUTIQUE



Agente
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Hank Van Joslin