

MICHAEL POCZYNEK

Century 21 Northumberland (1987) Ltd.
PROFESSIONAL DOSSIER



BIOGRAPHY

I have had an interest in Real Estate for most of my life starting when I was about 11 years old. My family had a neighbour that worked with Century 21 back in the days of the gold jackets and white Lincoln Town Cars that were 40 feet long (for driving clients around). At 13, my mother was having a difficult time financially after my parents divorced and started cleaning a real estate office. She would bring my younger brother and myself along with her to work regularly. That was it --- I had the bug. All the house pictures, the property cutsheet cards, and MLS books had me mesmerized. Selling real estate at 13 was not realistic so I started little businesses, and at 15 I went into the Information Technology (IT) Computer business helping people with computers. One of my clients was a commercial real estate broker and wanted me to help him setup a commercial real estate bulletin board system (BBS). That is today's equivalent of a website. At 17, I left my job as a Computer Technician, and opened a computer store that sold the world's first line of IBM PC Compatible Clone Computers. I went onto several other computer hardware and software development companies. In 1997 I arrived on Prince Edward Island and thought of this as a fresh start and opportunity to finally plunge into the exciting world of Real Estate. My ambitions were huge – one of my Brokers found me quite entertaining because **my goals were so high**. 20 plus years later, with most records broken, and many awards received, I am still with my original Century 21 Broker and just as excited about PEI Real Estate today as I was in October of 1997. Next to my passion for Real Estate is my passion for animals and helping people. I volunteer at the PEI Humane Society and contribute to numerous charities in the province. I believe the cornerstone to business is being honest, ethical, and treating people the way you want to be treated and never putting a dollar ahead of doing the right thing for your clients.

RECENT TESTIMONIALS (more here)

"My property was on the market for 5 years with other agents, Michael listed it and sold it in 1 hour! Thank you for your help and personal attention. You are the first realtor on PEI to make a difference. In the future, you will be the only one who I will ask for help."

Rev. Richard A.
Farmer, Entrepreneur, Visionary, PEI Real Estate
Investor, MD, USA

"If you want the top agent on the island Michael is my choice. He has a greater marketing reach than any other agent I have had contact with and the ability to match it ... in the end when he moves your listing where others fail and at a bigger dollar you both win. I am very satisfied with Michael's performance for my wife and I. I do not know of a more capable and results oriented agent in PEI. I highly endorse Michael Poczynek."

Chris W.
Real Estate Investor/Internet Business Owner,
Quebec, QC

RECENT WORK



524 City View Drive, Stratford

\$799,900 | 4 BED | 3 BATH | 3,910 SQFT

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