

People to know ON THE NORTH SHORE



Annette Denk: writer, realtor and entrepreneur

Working with Annette Denk, you get a realtor, career and life coach rolled into one.

She started selling homes on the North Shore 19 years ago, quickly climbing the real estate earnings ladder.

A former Prudential Sussex Realty agent, Denk was in the top two per cent of sales for North America. Recently, she was inducted into the Greater Vancouver Real Estate Board's Medallion Club, which recognizes top producers.

With all these accolades pouring in, her friends and colleagues started leaning on Denk for business advice.

"That's when I started mentoring and coaching," she says. "It was just natural for me to coach because I like helping people."

Denk did her due diligence by becoming certified at the Coaches Training Institute in California. She discovered her warm personality and openness are valuable traits she can use to help people.

Now a professional life and business coach, Denk's clients call her for an initial, 20-minute consultation session. The next step is mentoring them over a long lunch, where she elicits their strengths and weaknesses.

"Then from there it's clear to me where their problems are," says Denk. "A lot of them are stuck and don't know where to go first."

After a few months of mentoring, her clients begin to move forward in their lives and reach their goals.

Denk has once again proved that she is at the top of her game, after being asked to author a chapter of *Concrete Jungle: Survival Secrets for the Real World*.

Her contribution to the book focuses on time management, with themes of how self-esteem and confidence on the outside begin with integrity on the inside.

Denk has shifted gears in her real estate career, moving to an independent agency — Team 3000 Realty Ltd. at Park Royal mall — that affords her free marketing reign.

"Sometimes change is good," she says.

In her spare time, Denk volunteers as president of the British Properties Area Homeowners' Association. The group communicates concerns to area stakeholders and the District of West Vancouver.

Denk also donates a portion of her real estate commissions to the Canadian Sunshine Kids Foundation.

For more information on Denk's coaching and realty services you can visit her websites:

profocuscoaching.com and annettedenk.com.

Her book is available at Black Bond Books, Amazon.ca, and as a Kindle eBook download.

Q&A

Three words that describe yourself?

Positive, passionate and helpful.

Your favourite North Shore neighbourhood?

Edgemont and Ambleside.

Your favourite local restaurant?

Quattro, Fishworks, The District.

Who inspires you?

Grandmother – she went through a lot of adversity in her life, during World War I and II. She was always in a positive spirit. She lived until 99.

What do you do to unwind on a Sunday afternoon?

Having an open house and chatting with people. Going for a hike.

Who is your business mentor?

Didn't have one. I guess I have an entrepreneurial spirit.

If you could have dinner with one person (living or not) who would it be and why?

Yogananda – he's actually a guru who introduced meditation to the western world. I get a really great calmness from meditation.


www.profocuscoaching.com

Annette Denk will be at a book signing **April 6** at Utopia Books and Gifts (1826 Lonsdale Ave.) from 2-4 p.m.



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