



JOE VARING

Homelife Glenayre Realty Company

Abbotsford, BC

Age: 33

Joe Varing has been the number-one Homelife agent in Canada for sales volume since 2014. His massive success has been the result of consistency and a dedicated "relationships first, business second" attitude that clients in Abbotsford have come to depend on.

Varing describes himself as a student of real estate with a thirst for knowledge. "I feel that if I stop growing, the business will outgrow me," he says. "It's my humble opinion that this is true for life as well."

Tending to a growing number of responsibilities – and clients – demands a great deal of time, but Varing has remained active in his local community. He supports Kids Play, the Abbotsford Food Bank and the Abbotsford Hospital. He has also set up a \$2,500 bursary at W.J. Mouat Secondary School. "The teachers at Mouat gave me a great opportunity over the years and encouraged me to pursue what felt right to me," he says. "I am forever indebted to those wonderful teachers."