

ABOVE MAGAZINE

About Deborah

By Dorota Wright-O'Neill - Editor - REMAX

Deborah Garson call herself a walking billboard in her enthusiasm for RE/MAX, its entrepreneurial culture and its emphasis on lifelong learning. It was a good fit for this energetic agent with a thirst for knowledge.

I see education as architecture: Every course or every certification is another facet in building my business.

In the decade she's been with RE/MAX Properties SW in Orlando, Fla., Garson has completed many courses and added a string of designations and certifications to her list of credentials, including Certified Luxury Home Marketing Specialist (CLHMS), Certified Distressed Property Expert (CDPE), Five Star REO Certification, REO Trans Certification and RES.NET REO Certification, among others.

Garson is currently pursuing the Certified Commercial Investment Member (CCIM) designation through RE/MAX University. She says this extensive education has enabled her to work on a wide array of transactions, from short sale properties as low as \$30,000 to multimillion dollar deals with sports stars and tycoons.

Before choosing a career in real estate, this RE/MAX Hall of Fame member spent years as an executive at luxury hotels. Once she joined RE/MAX, she knew she wanted to continue serving the international community she often worked with in the hotel industry.

The Certified International Real Estate Specialist (CIRES) and the Certified International Property Specialist (CIPS) designations gave her a start.