

DES MOINES, IOWA REALTOR® BARRY HESSE EARNS HIS MILITARY RELOCATION PROFESSIONAL (MRP) CERTIFICATION

DES MOINES, IOWA , USA, December 5, 2016 /EINPresswire.com/ -- Barry Hesse is a “street smart” educated, ethical and experienced REALTOR® at RE/MAX Real Estate Group in Des Moines, Iowa.

Barry says, “My practice is to inform my potential Clients about ALL aspects of real estate which may pertain to them and simplify it into smaller bites to answer their questions. Today’s information is instantly on the internet, it’s easy for people to acquaint themselves with ALL the data they THINK they NEED, however if they do NOT know where to apply the RIGHT information at the RIGHT time, it’s POINTLESS, because real estate is such a TOUGH subject.

Barry was born in Perry, Iowa, and graduated from Panora-Linden High School. Drake University was next in his educational travels, majoring in History and having a strong interest in Religion as it historically related to his Major nearly resulting in a double Major of the two subjects. He muses, “I find it interesting the three major religions originated in the same area of the Arab world, yet many viewpoints and practices are diametrically opposed to each other.”

Barry feels he had a blessed childhood growing up on an Iowa farm that his mom and dad worked together calling it their “hobby” as well as both working 2nd jobs, his dad as a carpenter and his mom an elementary school teacher providing a comfortable life.

“

I wanted to finish my career by helping as many Military families as possible as I BEST relate to them and our shared values.”

Barry Hesse

He feels he learned a lot about 'people' from working livestock with his dad by showing him how to read various animal signals and observing his parents people skills, whether working on someone’s farm buildings OR interacting with parents regarding their children’s education. He took his combined experiences and knowledge applying them to his real estate career.

After college, Barry went to work at Ryder’s Automotive Diesel Mechanic School as a Student Services Coordinator, i.e. student housing, loans and job placement. He began as a Lead Developer going to high school shop classes to inform students about his school’s curriculum and its six full ride tuition scholarship awards in their auto/diesel program each year.



Because of the multifaceted things he was doing, Barry asked for a 10% raise and was denied it, thus changing the direction of his life. He recalls, "I decided I wanted to do something where no one could tell me what I was worth, so I went to real estate school, got my license and began working for Universal Realty."

As a twenty-five year old when Barry entered the world of real estate, it was a time when there were very few young Agents in the business. "I was a baby-faced kid who looked at real estate as a way for me to have the most flexibility..."

Barry says, "...the only way I could compete with those older Agents who had been around for a long time was to trade knowledge for experience and primarily I worked with 1st time homebuyers who didn't care about my age as I was one of their peers and NOT someone bossing them around like a parent."

To that end, Barry has consistently taken classes offered by the National Association of REALTORS® - NAR® beginning with his GRI® which he compares to a first year on-the-job apprenticeship by gaining knowledge or refining his habits so as not to spin or reinvent the wheel.

NAR® states the Graduate REALTOR® Institute (GRI®) is the mark of a Real Estate Professional who has made the commitment to provide a high level of professional services by securing a strong educational foundation.

Barry says, "As Agents, we quickly learn to communicate with other REALTORS® who share similar values and education, especially when we are referring clients to one another. GRI® is a great starting designation because it really solidifies the processes... as a house has a basement, GRI® provides the foundation to establish an Agent early in their career."

NAR® educationally has a natural progression which normally is to earn a Certified Residential Specialist (CRS®) designation. The CRS® is the highest credential awarded to residential sales agents, managers and brokers and truly enhances what the GRI lays out as a foundation. Less than 4% of over 2 million licensees in the United States have a CRS® designation.

Barry holds the ABR® - Accredited Buyer's Representative and SRES® Senior Real Estate Specialist designations as well.

Most recently he earned his Military Relocation Professional (MRP®) Certification - training REALTORS® to the special real estate needs of our Military and their families. "My Dad, two Uncles, my Sister and numerous others in my life have served in the Navy OR the other military branches," he says, "I wanted my MRP® Certification to better understand and appreciate who my potential Military Clients are and what their needs are TODAY. An example is when Military people come in, they are



very limited on time and what they must accomplish during that short window of opportunity, so it's very important for me to walk in sync with them and not the other way around. I wanted to finish my career by helping as many Military families as possible as I BEST relate to them and our shared values."

Barry understands the significance of the internet and social media in its importance to the real estate industry. "People are shopping for knowledge and personalities when they go online to search for a real estate Agent. Many people don't have an Agent and they're hoping to find someone similar to them helping them and representing their interests during the buying or selling process. My mission, what drives me in my business, is to find and provide better real estate services than 90+% of the other Agents, before they work with another Agent who provides less... by being a Military-friendly real estate professional, is one way to accomplish my mission."

For more information about "Military Friendly Agent" Barry Hesse, please visit these important websites:

<http://www.barryhesse.remax-central.com/>

http://mvarep.org/profile/BarryHesse?xg_source=profiles_memberList

<http://www.zillow.com/profile/barryhesserealtor/>

Media Contact:

Barry Hesse

(515) 249-0084

RE/MAX Real Estate Group

barryhesse@dsmhomes.com

Barry Hesse

RE/MAX Real Estate Group

(515) 249-0084

email us here

This press release can be viewed online at: <http://www.einpresswire.com>

Disclaimer: If you have any questions regarding information in this press release please contact the company listed in the press release. Please do not contact EIN Presswire. We will be unable to assist you with your inquiry. EIN Presswire disclaims any content contained in these releases.

© 1995-2018 IPD Group, Inc. All Right Reserved.