

An agent whose success is founded on her client-first mentality

When asked what sets her apart as a top agent, Hannah answered, "My clients' needs are my #1 priority. This is what I say, and it's what I do. For me, my work isn't about finishing a transaction today, it's about the value I can provide my clients now and 5, 10, 15 years down the road."

Hannah has been a REALTOR® for the past seventeen years, first entering the industry in 2003. An agent with RE/MAX, Hannah specializes in Toronto and surrounding areas. Personable, compassionate and genuine, it's not hard to see how much Hannah truly cares for her clients. She states, "I understand how large and significant the decision is to buy or sell real estate - for most people, it's the biggest financial decision they'll ever make. And that's why I've structured my service in such a way that the process is supportive, straightforward and as stress free as possible."

Always willing and ready to go above and beyond her clients' expectations, nearly all of Hannah's business comes from repeat customers and referrals. "The experience I've gained over the years has taught me that the most important thing you can do is listen closely to your clients' needs, and then satisfy every one of them," says Hannah. "As a result, my clients feel well serviced and well cared for. And the relationship I form initially only grows from there." Hannah explains that she stays in close contact with all her past clients, building connections that last throughout the years. "Even if it's a contact I made seventeen years ago," she says, "I still get in touch."

While Hannah is a committed REALTOR®, it's not her only passion. Within the real estate space, Hannah helps her clients buy and sell homes, but she also engages on numerous land development projects, both commercial and residential.

When she isn't engulfed in property, she invests a great deal of time and money into giving back. "If you earn something, you give something," Hannah says. "This is the way I was raised and I'm proud of the work I do. Giving more brings more, which means I can help more. I make donations, participate in events and galas, raise money, and actively reach out to my peers in order to collect donations for various organizations."

Hannah serves on the Board of Directors for Refugee Girls Worldwide, an organization dedicated to providing quality education, healthcare, protection, safety and development for refugee girls around the world. Expanding her horizons to focus on the younger generation as well, Hannah is currently involved on a project she is

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very excited about: the establishment of a children’s educational program that focuses on financial literacy, creativity and leadership. “This is a program I believe will give children the skills, confidence and drive they need to stand out in any industry, now and in the future,” explains Hannah. “I’m thrilled to be a part of it and welcome all new sponsors, which will help us bring our vision to market faster.”

It’s a clear fact that Hannah is a REALTOR® who has built a strong name for herself, not only through her many initiatives but also by simply being who she is: hard working, committed, intuitive, friendly and never taking no for an answer. Working diligently to solve problems and create innovative solutions, Hannah and her team at RE/MAX are able to bring clients higher returns and greater outcomes. It’s no wonder Hannah’s best forms of marketing are word of mouth, referral and repeat business.

To get in contact with Hannah Karimian and her team, call 416-824-3009, email hannah.karimian@gmail.com, visit www.hannahkarimian.com or connect on social media: Instagram: [@hannah.realestate](https://www.instagram.com/hannah.realestate) Facebook: [@hannah.karimianrealestate](https://www.facebook.com/hannah.karimianrealestate)

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Deleted: In this role, Hannah oversees and takes part in many events. She also donates a considerable percentage of each of her transactions to various charities. “If you earn something, you give something,” Hannah says. “I was raised that way. Giving more brings more, which means I can help more. I make donations, participate in events and galas, raise money, and actively reach out to my peers in order to collect donations. I’m proud of the work I do.”¶

Looking to the future, Hannah is hard at work with her team at RE/MAX. While they are firmly established in buying and selling properties, especially pre-constructions, Hannah has her eye on something new. “We’re starting to focus more on the land development side of things, both commercial and residential,” Hannah explains. While she excited to continue her work with residential, she is looking forward to what the future will bring in terms of development. She says, “Our team is keeping busy!”¶

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