

# TOP AGENT MAGAZINE

## Sean Hahn



**“Y**ou gotta know the territory.” Salespeople everywhere have heard this cliché to death; but ideas and phrases become clichés because there is truth in them. As a native Phoenician, Sean Hahn knows the territory in and around Phoenix, AZ because he has lived nearly everywhere around the Valley. He is driven to help his clients find the best match for their real estate needs and relentlessly drives the area to get to know the product and territory even better.

A fourth-generation real estate professional, Sean benefits from a legacy of experience. Even so, he did not go easily into the real estate business. He worked in his father’s outdoor power equipment

store starting at age 11, became a salesman at 19 for a sheet metal company after working on its production line, and had no desire to go into the commission-only real estate profession. Sean’s father helped convince him that he needed to provide a good living for his family. Once Sean turned the corner and committed to the real estate profession in 1991, he hasn’t looked back. Hahn believes in the advice his father gave him: “Put your clients’ interests in front of yours, work hard and be honest, and everything else will fall in line.”

Sean Hahn certainly works hard: he handles all facets of the transactions himself, with the help of only his wife who manages the company finances. “My clients hire me to help them, and I don’t want to hand them off,” he says. Sean tirelessly scouts properties to know what is available and previews homes before he shows them to his clients. He knows that putting customers first means accepting nighttime meetings and enduring cold dinners, necessary sacrifices for growing business. “Every single deal is about building for the future,” he asserts. Accordingly, most of Hahn’s business comes from returning clients and their referrals.

Sean believes that the relationship he builds with a client is about more than buying or selling a house. “I really care about my clients’ needs and don’t want them to end up with a house or deal that doesn’t work for them,” he explains. “I try to put myself in the customer’s shoes, visualizing myself with their budget and lifestyle. If I let them make a bad decision, it reflects on me in the future.” Hahn also recognizes that homes are most people’s biggest investment, whether the price is \$30,000 or \$3,000,000. He

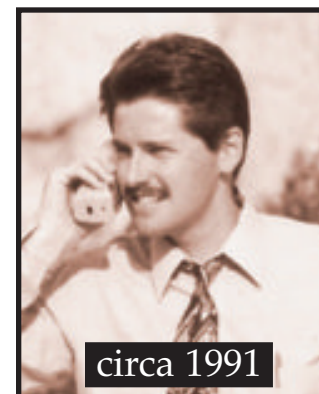
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## West USA Realty, Scottsdale, AZ

ensures that the transaction goes smoothly so that clients are confident in him and in the process.

Does all this hard work make Sean a dull boy? Hardly. On the list of Hahn’s Keys to Success, right after hard work is having fun and enjoying the process. He excels in preparing so that he can focus on making the client comfortable and helping them enjoy the process as well. Hahn learned early on that staying in touch with clients after the sale was not optional. He regularly sends post cards, usually outrageously funny ones, to stay connected with clients and remind them of the humor and fun that he brought to their real estate deal. “It’s all part of the bigger picture of treating others the way you want to be treated,” Hahn says.

Outside of the real estate business, Sean and his wife and three children enjoy being outside. Their vacations usually take them to the mountains of southwestern Colorado for hiking, fishing, rafting, mountain biking, horseback riding, and cycling—virtually any outdoor pursuit. Characteristically, Sean says, “Life is too short not to have fun. You gotta spread the love.”



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