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INTERVIEW  
WITH JUSTICE MINISTER  
SUZANNE ANTON

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# THE *Scrivener*



Dave Moore,  
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INSIDE: Leadership in Real Estate in BC

**BC Notaries**  
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**INTERVIEW WITH JUSTICE MINISTER AND  
BC ATTORNEY GENERAL SUZANNE ANTON  
Working Together**

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## LEADERSHIP IN REAL ESTATE IN BC

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Rudy Nielsen

## LANDCOR DATA CORPORATION

# Leading the Way to Progress and Success



Duke and Rudy Nielsen

**A**nyone who has succeeded and prospered in a career did so by hard work and having the courage to take chances and risks.

As a leader in your industry, you must be practical but at the same time have the audacity to take risks, and not be afraid to try something new and innovative. Giving back to others through your knowledge and expertise in building a company helps pave the way for others to take your business to the next level. That is called “leading the way to progress and success”!

That is exactly what I do. An RI, FRI, and CEO of Landcor Data Corporation, I did away with paper files, numbered pins, and stickers in a binder and developed an online property system that is used by the real estate professionals today in our province.

Leaders build on longstanding relationships and Landcor’s products provide valuable information to real estate professionals, including detailed property information with access to 77 unique characteristics on each of BC’s 2 million properties.

Leadership can be very lonely at times, but never forget the people that support you, both in and outside of business. It is those people who

kept me motivated when others doubted my ability to create Landcor Data Corporation. My supporters believed in me and that’s what kept me going and still does today! Trust conquers anything there is, as long as you have health, family, knowledge, and motivation.

**Leadership can be very lonely at times, but never forget the people that support you, both in and outside of business.**

Taking on the obligation of a leader undeniably comes with benefits, but challenges do arise. You may have one or many fires to put out in a day, but you must maintain your integrity as a leader and “keep your cool” around your staff, making sure they can count on you no matter what. It takes a lot of energy out of you but at the end of the day, you have to make sure you keep enough drive for yourself to keep the momentum going!

All people have many thoughts and ideas running through their minds on a daily basis; some have one and some have 30, the difference is a good leader has the ability to take those cockamamie ideas, know what works from the top down, then have the nerve to act on them

and implement them. It’s all about believing in yourself. If you talk the talk and walk the walk, you will succeed!

Always be prepared for failure. Without a doubt, it happens. It’s what you do with those losses that keeps you strong. Stay competitive, regardless of whatever obstacles come your way! You can’t win all the time, but you can certainly learn from defeat. Handle the loss internally, recoup, and *go for it* even stronger.

Never be afraid to fight for what you believe in. Failure can only take the job away. Your knowledge cannot be taken away from you.

I have an interesting ritual every morning in the shower. I take stock of all the thoughts running through my mind and I screen them for the good ones that will get me through the day. That keeps me happy and in a good frame of mind by the time I reach the office.

My philosophy on goalsetting is this: Don’t try to go from 0 to 100 too fast. Set your goals on daily, monthly, and annual accomplishments. Make sure you reward yourself on your achievements along the way; it doesn’t have to be anything big, just something to remind yourself about what you have already attained.

## Rudy's Words to Live by

"Look motivated, act motivated,  
and you'll be motivated."

ZIG ZIGLAR

"Lead me, follow me,  
or get the hell out of my way."

GEORGE S. PATTON JR.

As a leader, be humble; don't be a smart ass and think you know everything. Great leaders are very good at what they do but still need to surround themselves with good and knowledgeable people to support the successes. It can't be done alone!

When you sit back and reflect on your achievements, don't look at the things you don't have; look at what you do have, what you have accomplished, and appreciate it. I have a "0 + 1 principle" . . . start with one thing and then build on it.

Don't think you can have it all right away. It takes time, hard work, and dedication. ▲

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## How Landcor Products can Help Real Estate Professionals be Better Leaders!

Landcor Data Corporation gives you access to the most reliable real estate information in British Columbia. Founded in 1988 by Rudy Nielsen, RI, FRI, Landcor is part of the NIHO Group of Companies. Established to meet the growing demand for a fast, accurate system to value and analyze properties without having to inspect each and every one physically, Landcor offers the best source of real estate data and analytic tools. Today, we continue to evolve to meet the needs of our clients.

Landcor has redefined automated valuation industry standards. Our AVM tools combine sources of data with proprietary applications—developed in-house and independently tested for accuracy—to give you the most comprehensive automated valuation available.

Says Stanley Hamilton, Professor Emeritus in Urban Land Economics, UBC, "I am confident that no other system in North America could offer such high-quality valuations for residential properties."

Our extensive products and services portfolio includes reports to help you assess mortgage risk, development potential, market-capture rate, and much more. With our robust database, our custom-reporting services provide solutions to your unique real estate needs.

## ENJOY THE CERTAINTY THAT YOU HAVE MADE A GOOD DECISION.

What will your legacy be? You can guide the future of your community and the causes you care about by making a legacy gift to the Victoria Foundation. Our endowment fund is one of this community's greatest strengths, allowing us to manage charitable gifts and bequests in perpetuity.

We continually build the fund and invest in our community - granting annually to a broad range of charitable organizations and worthy causes. If community matters to you, the Victoria Foundation is where you can make your priorities known.

Please contact Sara Neely at 250.381.5532 or [sneely@victoriafoundation.bc.ca](mailto:sneely@victoriafoundation.bc.ca) for more information.

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CONNECTING PEOPLE WHO CARE WITH CAUSES THAT MATTER®