

Family to KNOW



Graham, Andrew and Ollie Wall

Best known for selling some of Auckland's most coveted properties, the Wall boys are a real estate trio to be reckoned with.

Graham, what are the best parts about working with your two sons? And the more challenging parts?

G: I never expected to have this joy in my life — working with my boys sharing our success; it's just brilliant. Seriously, I'm just grateful every day for the way it's working out. The only challenging aspect is dissuading them from their love of totally impractical classic cars.

Ollie and Andrew, you both have creative backgrounds. How do you think this translates into your work today?

O: None of us were trained as real estate agents so we don't act like real estate agents. Our backgrounds are creative and therefore we think creatively. Working in advertising, my role was basically a translator between creatives and corporates to get the best results for both. It was the perfect training ground.

Aside from the payday, what do you each love about what you do?

1. The people: We get to meet some of the most

interesting, successful and inspiring people in New Zealand which makes it pretty easy to stay motivated. In nearly 20 years we have had the good fortune of having lovely people on both sides of every transaction. 2. The Architecture: We are all design obsessed and get to see the best of the best. Pretty lucky really. 3. We get to hang out every day!

Do you have any trademark office rituals?

O: Graham's the most positive man alive — it's like working with Tony Robbins sometimes. When he drove us to school as kids he used to make us chant 'I feel terrific!' over and over again... that was enough to end all future rituals.

Are there any personality quirks that make you do business differently to each other?

A: I think we all operate slightly differently and that's probably why we manage to work well together. We play to each other's strengths and know when to step up (or back) to get the best result.

What are your office mantras?

O: 'Lucky forever,' 'context is key,' and one we dreamt up some time ago — 'just do it!'

What is the most common misconception about working in real estate?

G: That it's difficult, it's actually very simple — tell the truth and do exactly what you say you are going to do. The only difficult part is gaining trust and a good reputation, that takes time and we've cracked that.

Graham, what is the most important lesson you have learnt while working in the industry that you have passed on to the boys?

G: Be grateful. We are so lucky to live in the only country on earth with a truly golden future and if our beautiful country and our little business keep 'foiling' maybe my grandkids will join us and have as much fun as we do.

Graham, you've been in the game for over 20 years now... email or phone call?

G: ALWAYS phone call.
www.grahamwall.com