

One Slithery Sale

Beth Mason is from Little Rock, Arkansas, and after a long, successful real estate stint in the Washington, D.C. area, has returned home. She went from being a top-selling agent to selling her business to her lead assistant and moving back to Little Rock. Now, Beth's work revolves more around agent training, public speaking, and helping other agents gradually transition out of real estate and retire.

Between numerous relocations as a military family, her involvement with Howard Brinton's STAR Power Group, and her training, Beth knows agents all over the country. With such a database of agents, it's not surprising that Beth chooses to no longer actively sell real estate, but instead refers any business that comes her way.

With her decades in the business, Beth has many stories of her time in the trenches. No story or transaction, however, could be more unique than the story below! To learn more about Beth's training services, visit www.bethmason.com, e-mail her at beth@bethmason.com, or call 501-225-2726.

When you have a client who is a pet store owner, odd things are bound to happen. Like any agent relatively new to the business, Beth was doing her utmost to follow every lead, make any deal work, and make a raving fan out of every client.

She had made the acquaintance of a man who owned what she recalls as the largest pet store in North Carolina at the time. Robert had numerous real estate interests. One day, he contacted Beth and asked her to go check out a rental property he was considering buying. Robert wanted her assessment of its

condition and how much it was worth.

Someone had offered him this property as a trade for the most valuable thing in his pet store—a boa constrictor! Now this was not just any snake, but one that was considered to be the world's largest boa constrictor.

Ever eager to please her client, Beth went to see the small rental property. As this was many years ago, she doesn't recall the property being worth more than \$25,000. Beth felt the land was worth more than the structure standing on it. However, Robert, determined to get rid of this snake, asked Beth to write up the deal.

So she went to his house with the paperwork. The first thing she saw inside Robert's home was a glass container that ran the entire length of a hallway. In it, was the famous snake in the middle of digesting a meal. The entire time that Beth was writing and discussing the contract with Robert, she kept an eye on the snake, watching as it worked a large bulge down the massive length of its body.

For those of you wondering what in the world someone would want with the world's largest boa constrictor, the guy who bought it took it on tour to fairs and festivals around the country. He charged a small admission to see the snake. So who knows? Perhaps you or your children have personally seen this very snake!

Beth Mason went on to handle several more real estate deals for Robert—thankfully of a more vanilla variety. She may very well hold the record for the strangest real estate transaction. It's also a safe bet she is the only real estate professional to ever write a contract trading a snake for a house! 