



» celebrating leaders

Story by **Jacki Donaldson**
Photos by **Leah Ariel Photography**
(unless otherwise noted)

HI TINA LT

LONG & FOSTER REAL ESTATE

Tina Holt, Senior Regional Vice-President of Long & Foster Real Estate for Hampton Roads and Northeastern North Carolina, credits three people for launching her into the real estate industry back in 1993: (1) Travis, (2) Joshua and (3) Cory. “I was raising three sons, and real estate offered the flexibility that I wanted and needed to provide for and be there for my family,” she says.

Her sons, now grown with families of their own, inspired her journey, but Tina’s passion for serving homebuyers and sellers and then helping agents

navigate the challenging and constantly shifting market are what have kept her in the business for the past 30 years.

Real estate was a natural transition for Tina, who had previously worked in restaurant management. “While I worked way too many hours in the food service industry, the experience taught me about customer service, patience, tolerance, efficiency and so much more, all of which have helped me in my real estate career,” she shares.



Joining Long & Foster in October 2013 is one of Tina's smartest professional moves. She says, "After learning what an agent-centric, customer-focused company Long & Foster is, I knew it would be a great fit." Tina leverages Long & Foster's integrity and innovation and the company's tremendous training and mentoring programs, plus invaluable marketing and technology tools, to benefit her agents. Her agents then offer their clients an all-inclusive approach, bringing together everything from mortgage and title to insurance, moving and inspections.

Tina, who is eager to continue growing in leadership at Long & Foster, loves helping agents obtain their personal and professional goals, and her open-door policy fosters a caring and compassionate culture. "The agents know they can approach me anytime with anything, and I'll always be transparent and honest with them, even though it may not necessarily be the answer they want to hear." The Long & Foster office, located on the water, is usually the backdrop for Tina's meetings with agents, and she also enjoys meeting at locally owned coffee shops. "I believe good conversations happen around good coffee," she shares.

Committed to growing in her field, Tina reads self-development books, the only books she ever reads. Her favorites are books and podcasts of business coach Brian Buffini and leadership coach, John C. Maxwell. Tina is a certified John Maxwell Life and Leadership Coach. She also shares insight with others at national speaking events. As an Amazon international best-selling author, Tina has written a self-help book entitled *Green Bananas*, which helps readers define what they want the rest of their lives to look like.

When she has some downtime, Tina enjoys spending time with her sons,

their spouses, six grandchildren (the seventh grandchild will be born this summer) and her mini-Goldendoodle named River. Tina is also a singer and plans to record some songs on CD this year for her grandchildren. "I absolutely love music!" she says.

Tina, a two-time breast cancer survivor who calls health the greatest form of wealth, defines success with a quote from her mentor, John Maxwell: "Success is when I add value to myself. Significance is when I add value to others." Tina is motivated by both and wishes to be remembered for leaving everyone and everything better than she found it.

When asked what she would do differently in real estate, she responds with a resounding, "I would've started sooner — that's it, hands down."



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