

# Gracious, Grateful, and Giving

Lessons learned in her youth help Realtor® Nancy Walker live life to its fullest, exceed client expectations, and make a difference in her community.

**N**ancy Walker learned many life lessons from her parents. She learned about humility and appreciation, and she learned to love adventure. She learned about discipline and to think beyond herself. All are admirable qualities she demonstrates at every opportunity. One lesson in particular, though, resonates more strongly than the rest.

"The most treasured legacy my mother left me is the gentle reminder to always be gracious, grateful, and giving," says Walker, an independent Realtor®, owner of The Nancy Walker Team, and part of Minneapolis' Coldwell Banker Burnet. "I've taken the three Gs to heart, and they are the defining values by which I live my life."

## Client Focused

Walker has nearly 30 years of real estate experience under her belt, all of it with Coldwell Banker Burnet. She leads The Nancy Walker Team and serves in a leadership position within Coldwell Banker Burnet while racking up enough sales to consistently be included in the President's Club/Top 50 Agents list.

Walker attributes her success to her decision to surround herself with the "right people" early on—people like the four other women who comprise The Nancy Walker Team and who helped propel her to where she is today. The members of her team, she says, are particularly well suited to work in real estate because they are natural educators, problem solvers, and advocates.

"So much success in real estate comes from the ability to build relationships, and

my team leverages their natural skills to do exactly that," Walker explains. "We strive to make every client feel like they are our only client and to provide service above and beyond expectations. It's a method that builds trust and confidence through a comforting, welcoming, and gracious attitude.

## Gratefulness and Giving

Walker has a lot to be grateful for. Her team, who she refers to as her "dynamos," are "the best at what they do." She's thankful to be a part of the Coldwell Banker Burnet family, appreciative of the mentoring she has received and the tools, resources, and support the company provides its agents and clients. Her family, meanwhile, understands her crazy schedule and is flexible, understanding, and supportive. And without her clients' continued trust and confidence, there would be no referrals, no repeat business, and no Nancy Walker Team.

So Walker gives back, with Meals on Wheels, Second Harvest Heartland food bank, The Ronald McDonald House, and Bridging among her preferred beneficiaries.

"Meals on Wheels was there for us when Mom was very sick, and I don't know how we would have made it through without their help and caring," she says. "After she passed, I signed up to volunteer so that the elderly and disabled could see a friendly face and have someone to talk to and connect with."

Her philanthropy also helps Walker maintain the relationships she's established with her clients and further strengthen her team. "Second Harvest was a favorite of my mother's, and she supported the organization



with both time and money when she could. Today I tap my network to help as well, knowing that together we can make a bigger impact than we could individually. When we are gracious, grateful, and giving, when we make a difference in people's lives—whether that be through real estate, giving, or even a just a small, simple kindness—we are creating our own destinies."



The Nancy Walker Team



BURNET



5516 Lyndale Avenue S., Minneapolis, MN 55419  
612-827-9537 | [TheNancyWalkerTeam.com](http://TheNancyWalkerTeam.com)