

The Daily Courier

Thursday, June 30, 2011

Teacher-turned-real estate agent never stops learning

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Q & A with Fred Lindquist, designated broker of Lindquist Realtors at 119 S. Cortez St., Prescott. The office is open from 9 a.m. to 4 p.m. Mondays through Saturdays and from 10 a.m. to 3 p.m. Sundays. 445-7600; www.lindquistrealtors.com.

Q: How did you get into this business?

A: "My first exposure to real estate came after my discharge from the U.S. Army in April 1955. There were no teaching jobs available, so I went into real estate in Dixon, Illinois.

"I came to Prescott in 1958 to teach and coach at Prescott High School. Continuing in education, I was a high school principal in Ramah, New Mexico, where the summer before I was one of six students throughout the U.S. to earn a science foundation grant from Harvard University to study six cultural groups in that area.

"From there we moved to Tucson, where I was a teacher and headmaster of a college prep school in Sabino Canyon.

"Upon returning to Prescott, I found the teaching job I had wanted at [Yavapai College](#) was filled. I went into real estate and opened an office in Prescott in 1973 for Ed Post Realty based in Scottsdale. When they sold out in 1983, I decided to open my own office at the corner of Mount Vernon Avenue and Gurley Street. During this time, I taught the real estate licensing at Yavapai College for 18 years. In 2006, I sold that property to partially fund the YMCA Park and moved our office to downtown Prescott across from the plaza at the corner of North Cortez and Union streets."

Q: What service do you provide in the community?

A: "We have full-service Realtors who are experienced and knowledgeable and specialize in residential, land, commercial and industrial properties. Recently our associates became qualified in short sales and foreclosures as certified distress property experts.



Matt Hinshaw/The Daily Courier
Fred Lindquist, owner of Lindquist Realtors, opened his business in Prescott in 1981.

Q: What is your key to business longevity?

A: "Basic moral qualities of honesty, integrity and hard work are mandatory in our profession. I select a few talented people who are interested in becoming team players, and that makes all the difference in creating a successful office."

Q: What's the best business advice you've given and received?

A: "The broker needs to be available virtually all of the time. In sports and in business, to be a success, you have to take care of the little details, and the big ones will take care of themselves. Our University of Illinois coach said, 'If you have two negatives, put one at right angles to the other and make it a positive.' In other words, you never give up."

Q: What's something unique about you?

A: "My four main interests have been teaching, coaching, ethnology and real estate. A Rose Bowl victory my junior football year at the University of Illinois was memorable. Some of my teammates who moved to the Valley are family to me and we get together often. A sports writer described us as undersized overachievers.

"Earning a master's degree at [Arizona State University](#) and completing three years of Ph.D. work at the [University of Arizona](#) in anthropology was rewarding.

"One of the biggest challenges I've had was getting a private pilot's license. My interaction for many years with the Salvation Army, YMCA and American Legion's Boys State has balanced my business life."

Q: If you could take a week away, what would you do?

A: "When the economy was better, our family loved to travel where I could combine a vacation for my family with international learning opportunities through FIABCI, a worldwide network of brokers. Annual congresses were held in Paris, Oslo, Amsterdam, Seville, Dublin, London and Athens. Through the years, I was also able to earn the certified residential broker and the highly sought after certified commercial investment member certifications. Recently, I was appointed a member of the Yavapai County Industrial Authority."

Q: How are you handling the economy?

A: "Managing many properties around the square for a close friend has helped us continue our real estate service in Prescott and outlying areas. We see the market gradually improving. As a member of the [Prescott Downtown Partnership](#) and in coordination with the [City of Prescott's](#) Historical Preservation Committee to restore Prescott's historical image, I have actively initiated renovations and preservation of properties around the square to promote the success of businesses and our local incredible family-oriented downtown for shopping, restaurants and entertainment.

"James Michener states in 'The Quality of Life' that the greatness of a city and its heart and soul lies in its cultural facilities, theaters, art galleries, historic architecture, baseball, football and colleges"