

The Nugget

ISSUE: 010

THE INSIDE RUB ON WHAT'S GOOD

MAY 2017

3 Wise Men About Town No. 10 Michael Swarbrick

MAN OF ACTION
MAN OF THE LAND
MAN OF THE WORLD
MAN OF HIS WORD

Michael Swarbrick is a man who likes to keep moving. He recently moved back into real estate after a 20-year career in technology sales, which included moving his family to Portland, Oregon in the States.

His wife reckons they've actually moved at least fourteen times since they've been married. Michael reckons it was just research for his current vocation. Mind you, it's not the houses themselves he loves about his job, it's the people that fill them.

Like life, he believes the secret to successful real estate is to be interested and interesting. The being interested bit means less talking and more listening, and always doing what you say you're going to do. The being interesting bit comes from having a full life away from work.

Michael loves the great outdoors - especially fly fishing. He also helps out with coaching his daughter's hockey team and studies karate with his son. For the record, his son's a brown belt and he's a purple. While he loves the discipline of karate, his son loves the fact that the dojo is the only place he gets to tell his dad what to do.

As a man on the move, Michael loves the stylish yet hard-wearing qualities of 3 Wise Men gear - especially this **Carnaby light grey slim-fit merino wool suit (\$700)** and this **crisp white 100% cotton shirt (The Milan \$120)**.

He owns at least thirty others with many more being passed on to his dad, who must be pretty grateful, as he's returned the favour by passing on his awesome 1937 Chevy flat deck truck to his son. It's been in the family for nearly sixty years and funnily enough, is much like how Michael sees a home - full of shared memories of great times, over generations of family.

Yep, like the truck, there's no stopping Michael. But read on to find out what else spins his wheels.



1. Sporting/concert event you'd travel back in time for?

U2 'Lovetown' Concert, Lancaster Park, Christchurch, 1989.

2. Last supper meal?

South Island whitebait patties on white bread, followed by a big steak with mashed potatoes - no greens.

3. Best ever dinner party guests?

Robin Williams, Billy T. James, Nelson Mandela, Barack Obama and Scarlett Johansson.

4. Favourite ever album/band?

INXS - Live Baby Live.

5. Finish the sentence: No man should ever wear...

Budgie smugglers.

6. Beer or wine/Stones or Beatles?

Beer - Sprig & Fern Tasman Reserve Lager/Beatles.

7. Thing I'd take if house was burning down?

Fleur and the kids followed by the fly-fishing rods.

8. Favourite city?

Portland, Oregon.

9. Never travel without my...

Undies.

10. Favourite 3 Wise Men piece of kit?

These black Bertie Ramiro shoes (\$230), but at open homes everyone loves my striped socks (\$20). Guaranteed talking point.

11. Dream house location?

Queenstown.

12. Best question to ask at an open home?

Well everyone asks "how much?" - but I would ask for a list of recent comparable sales in the area.

13. Best auction tactic?

Be assertive, open the bidding and don't show weakness until you hit your pre-determined uncomfortable limit.

14. Person who's influenced you most, (not your family) and why?

Russ Fergus, my hockey coach back in my teens who inspired me to work hard and make a difference in my life.

15. Best life lesson/life motto?

There is always someone worse off so enjoy and appreciate what you have.

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2 HIGH ST
6 HURSTMERE RD, TAKAPUNA
AUCKLAND DOMESTIC AIRPORT

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WELLINGTON AIRPORT

Christchurch

RE-START CASHEL MALL
MERIVALE MALL

Hamilton

25 WARD STREET