

## *Remembering Rick Smith*



Richard Elwin “Rick” Smith passed away the morning of Tuesday, April 17, 2018, following a heroic fight with cancer.

He served in the United States Marine Corps before pursuing a career in real estate. He opened Keller Williams Livingston 18 years ago and dedicated himself to mentoring people in his field since that time.

Rick was an “on purpose” person. He quietly and very thoughtfully took care of situations and people. He thrived in an independent environment where he could spread his wings and work his magic. He had the ability to diffuse hostile negotiations and have clients walk out of a room as friends.

He always had a story to illustrate every point he wanted to make, and he listened with equal enthusiasm. Since opening KW, he coached, mentored, and supported hundreds of agents. Rick was respected for his ability to problem solve and listen. He made personal and financial sacrifices to open an office “for agents.” Even while the struggle was intense (during the recession) he remained positive with his agents by saying “we are going to make it, and we will come out of this stronger and better than ever.”

Rick was a quiet hero to many people and he loved his community dearly. He didn’t seek the limelight and all the fanfare; he let others shine through. Rick did this with the students from the Brighton debate team. He was asked to be a coach for one student each year and he gave of his time to help prepare them for their debates.

Rick gave unselfishly of himself and expected nothing in return. Rick was a vigorous supporter of the Keller Williams Cares Red Day and would volunteer his time at many projects around the community.

We do well to follow Rick’s example in our personal and professional lives.