

Kent Sheppard • Founding Partner of Remax Hallmark • BIO

Kent was always a dreamer. Up until he was 10 years old he dreamed of sleeping in his own bed, instead of with his younger brother and with his 2 older brothers in the bunk above. He even dreamed of having his own room.

Kent didn't do well in school, and realized very early that he was different. He knew he wasn't as smart as the other kids, but he wasn't going to let that get in the way.

Kent didn't like working for other people either, wondered what else he could do and always dreamed of being rich.

At the age of 20 he was hired by Combined Insurance Company of America – and was sent to Chicago for 3 weeks and received the “Think and Grow Rich” training.

Kent thought to himself, “I don't have to be that smart if I can empower other people.” However he soon realized he didn't really like talking to people about life insurance, and quit.

He needed money so he went out and started cleaning windows. Kent loved the work of getting the jobs and contracts, (and won the bids for many large department stores and car dealerships) - but hated cleaning the windows.

At 22, Kent met a girl whose uncle told him he should get into real estate. When he asked why... the man said: “the course is only 2 weeks long and only costs \$75 - and that's about to change”

At the time Kent didn't even know what real estate agents did. By the end of his first year he was in the top 10 of 250 agents.

By his 3rd year in real estate and at the age of 25, he was training other agents how to sell. Two years later at 27, he was the manager for the company. At 30 years old he bought into, and was a co-founder of Remax/Hallmark.

By 2004 Kent and his partner built the company to include 6 offices and 400 agents. They were the largest Remax franchise in Canada which had a culture that was the envy of the industry. Agents loved working at Hallmark where the sky was the limit; a place where everyone was empowered including salespeople and staff.

At 52 years of age — he decided to take on a female partner who then did his job for him, allowing Kent to take a 10 year sabbatical where he travelled the world, learned to surf and scuba dive and climbed Mt Rainier (the 4th highest mountain in North America.) He wrote a book, learned to play music, and started reading the top 100 Classics novels.

That woman is still a partner and currently runs the company today. Kent continues to be a shareholder with no management duties. Along with his wife Share, daughters Megan and Samantha they formed Team Sheppard (which is one of the top producing teams at Remax Hallmark) – doing what he loves and where he started.

Kent attributes his success to having the ability to empower himself and others.

Kent's advice is to always do the right thing, and if you don't do the right thing at least do the smart thing, just don't do the stupid thing!