

WAYNE HARAGUCHI

COMPANY NAME: REFERRAL REALTY
Year joined this company: 1990



Wayne Haraguchi has a hearty laugh, a confident outlook and the experience to come through for his clients. Born and raised in San Jose, Wayne is a lifetime local. He's been a real estate agent for three decades, starting in the business in 1987. Wayne knows the local area like the back of his hand: the school districts, traffic patterns and what to look for (and watch out for) when buying a home.

Balance is key to Wayne's success. In three decades as an agent, he's learned how to expertly balance his family life with the demands of the real estate world. "I learned that whenever I gave up special time with the family to go after a deal, that that transaction didn't close," Wayne recounts with a

hint of mystery. As a result, he's shifted his priority to his wife and children and schedules his work around family time. Wayne has the courage, to be honest with his clients.

Wayne's business model is based on a simple concept: generosity. He knows that by giving as much as he can to his clients, the business will come.

BEFORE I WAS A REALTOR

Wayne has a degree in accounting from Santa Clara University and is a retired Certified Public Accountant (CPA).

GOAL SETTING

"I would have done more goal setting [early on]," Wayne explains. "When I'm focused on that, it's not a matter of figuring it out as I go."



FUN(NY) FACT

"I'm not mechanical. My dad was an auto mechanic for the city of San Jose for 25 years.

Both of my brothers are pipefitters ... and me, no way!" Wayne says with one of his big, charismatic laughs.