

Sam was impressed with Jason in more ways than one. “He’s a very busy man, a man known in the industry and a man in demand. He’s a person who is always in the moment and loves what he does.” This last quote was written before I actually met Jason. I left it in because it not only came from someone who knows him well, but after finally meeting Jason, I had to agree. I’ll add one more personal observation from Sam: “He’s a great guy and the kind of guy I really like to know socially, so that speaks highly of him.”

Since I actually met Jason after I spoke with Sam, there is another observation I would like to add. Even though he is so busy, he will gladly give a client as much time as it takes. But outside of his clients’ needs, he is a man who hates to waste time — time he considers he could be spending on something productive.

In meeting and talking to Jason, it is easy to see why he is so successful. Still, one has to wonder, what would entice agents to choose to work for Quest, certainly a small operation by today’s standards. “I care about my agents, providing opportunities for them. I would like to see them all become millionaires,” said Jason. While Jason interacts with his agents, they are not a team in the definition of teams today. “I share my listings and will pass on a listing to someone who is really knowledgeable about a particular area, and we’ll split the responsibilities. It is impossible for me to be in five different places. We approach deals in a team-like manner, but I don’t see us as a team.”

So, in the sense that they do work together, or cooperate, or interact, however it’s best put, as a team, Jason remains 100% the client contact and negotiates every deal.

Scott Sasse was the first full-time Realtor to join Quest. “I was just looking for a part-time thing; somewhere I could put my license.” A successful sales consultant at the time, making “really good money”

after making a few deals “on the side,” Scott decided to leave that job because “real estate became just what I fell in love with as a line of work and I saw a pretty amazing opportunity with Jason — his vision for Quest — and the things he had going. I just felt this was a lifetime opportunity where I could be the No. 2 person in what I felt was going to be a pretty successful company in short order. When he walked into the office for the first time, “There was Jason, a computer and two desks. This did not scare me at all. I think we shared the same entrepreneurial spirit. I always wanted to build a company from the ground up and, while this was Jason’s company, which he started, I felt this was the next best thing to what I thought was a great plan.” Scott’s reasoning turned out to be sound. “I’ve been there now a little over three years and since that time, I think I’ve exceeded over \$25 million in sales and am on pace to be a little over \$11 million just for 2007, which doesn’t include any developments that I’m working with Jason on.” Scott says he knew a lot of people in real estate and Jason, by far, stood out. “He had a bigger vision of what was going on and an amazing grasp on investment opportunities, sometimes out of nowhere, finding deals that no one else could visualize. He has just a really unique real estate mind.” Because he came from the corporate world, Scott could make the comparison of working in a smaller setting. “When you’re in the bigger firms, there’s so much separation between the head person and the agents — there’s very little connection there. Here, we’re all sitting in the same office every day. I think Jason understands better than most what he’s doing when it comes to all aspects of real estate and development and sales.”

If Scott was the first agent to join the ranks, one of the latest is Erin Swinson, who started with the company about a year and a half ago. Erin had been working for a developer and when it came time to

**Jason and his development partner George Capra at one of their latest developments, 4936 N. Lincoln.**

