



LARRY SCHOTTENSTEIN

Re/Max Revealty

► featured broker

By Joannie Bonanno
Photography by Live.Laugh.Photograph

The business compass of Larry Schottenstein is facing due north, with solid and simple values rooted in being a rock and a guide. The structure at Re-Max Revealty is meant to keep agents focused on the client. There is no sales quota. Agents are recognized for effort and focus. There are many brokers who are interested in their agents, but Schottenstein and his partner Chris have structured their brokerage by being invested in their agents. By not hiring just any agent, they can be there to support their agents in difficult situations, focus on the agents as individuals, and provide value-added resources. What they have found is that the way they treat their agents translates into the way their agents treat clients. "This means everyone wins," said Schottenstein.



Real estate is clearly part of Schottenstein's DNA. His grandfather had him collecting rent on Parsons Avenue when he was sixteen years old. Since that time, Schottenstein's business sense has been nurtured by continuous learning and life experiences. He actually conducts CE classes for six hundred agents per year. His business approach seems to correlate with what he learned as a whitewater rafting guide...**learn to be a part of the environment rather than take over the environment.** By focusing on the process, not the product, he helps clients and agents maintain control of the transaction and reduce stress.

What's more interesting about Schottenstein's family is the immediate family he has built with his wife Amy. Larry and Amy have two boys, Ariel and Ben, who are 23 and 24. Ariel is in LA working for a music start-up, and Ben graduated from the engi-

neering program at OSU and is now working for Bosch. When Ariel and Ben were six and seven years old respectively, Larry and his wife became Franklin County Foster Parents after being inspired by a neighbor. Katie and Alyssa joined their family as foster children (at ages three and 15 months) and later became official members of the family through adoption. Now, Katie, who is in high school, is a lead for the Canine Companion, Landon, that the family is training. Alyssa is studying to become a rabbi.

As diverse as the Schottenstein children are in their interests and activities, so are Larry and Amy. They are self-proclaimed "foodies" who love to eat, and cook, and serve others. Amy recently had a restaurant in New Albany. They also enjoy the sail boating in the Hoover Race Club and at Lake Erie.

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Larry Schottenstein, Broker

RE/MAX Realty

www.LarrySchottenstein.com | LSchottenstein@Remax.net | 614.325.4284

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OUR OFFICE STANDS FOR

A place where high minded professionals gather together to achieve more than one can do themselves. A business that raises the bar and sets and example. A company that shows leadership and excellence among the real estate community while striving to WOW every member and client.

