



## Building Relationships Is Key to Building Your Business



BY **RON PALMER**  
2019 REMODELERS COUNCIL CHAIR  
PALMER RESIDENTIAL

### UPCOMING EVENTS

#### REMODELERS COUNCIL DINNERS

**MARCH 28 | 6-8:30 P.M.**

**MAY 30 | 6-8:30 P.M.**

Glendale Country Club,  
Bellevue

#### REMODELERS COUNCIL OFF-SITE

**APRIL 18 | 5-7:30 P.M.**

Contract Furnishings  
Mart, Redmond

#### REX/T-REX AWARDS

**MAY 4 | 5:30-9 P.M.**

Seattle Design Center,  
Seattle

### People are people.

As a lifelong native of the Pacific Northwest, I've had the opportunity to develop relationships with a diverse community of people up and down the I-5 corridor—people of many different callings in career, business, and service.

I grew up on a 120-acre Christmas tree farm near a small town called Mossyrock in southwestern Washington, a community with a lot of land and very few people. In fact, our nearest neighbor was a half mile down the driveway. Economically, the town was committed to rural industries like farming and logging.

When I moved to Seattle in 1997, I was awestruck by the sheer variety of people and businesses. Microsoft and the tech industry were booming, the sports teams I grew up watching on TV were

now just down the road, and the social scene was hopping almost every day of the week. The possibilities seemed endless. What a contrast!

I worked in Seattle's Ballard neighborhood for nearly a decade, building a career in construction and trades work for a local commercial property owner. There I befriended professionals ranging from fishermen and longshoremen to physicians and university professors to airplane mechanics and local entrepreneurs. With this growing network of friends, I developed my initial customer base as a residential remodeler.

I'm now approaching year twelve in business, and developing positive relationships with this incredibly diverse community has been the hallmark of our

company. We work in people's homes, their most private and intimate spaces. We meet their families, their kids, and their pets, too. We engage with their lifestyle needs while helping them improve their standard of living.

What I have learned through all this is that people are people. Careers, businesses, lifestyles, recreational interests, and perspectives differ, but the key to developing positive relationships remains the same. People want to do business with people they trust, and develop longstanding partnerships based on mutual respect. Whether you live in a town of 500 or a metro area of 3.5 million, keeping promises and respecting others regardless of differences cultivates meaningful relationships. And these relationships are key to growing your business. 🏡

**Get to know the people of the MBAKS Remodelers Council at [mbaks.com/rc](http://mbaks.com/rc)**