

KEEPING IT REAL – GEOFF GRIST

“GEOFF RECENTLY COMPLETED HIS SECOND BALMORAL SWIM RAISING OVER \$105,000 FOR THE CHILDREN'S CANCER INSTITUTE OF AUSTRALIA.”



There's always lots to consider when putting your property on the market, and an important decision is whether you sell privately or with an agent, and who that agent should be. Who do you trust to get the right results?

Geoff Grist, a sales agent with McGrath Real Estate Mosman, is currently writing a book about choosing the best person to sell your house. Already a published author, Geoff is keen to pass on his knowledge in an area of real estate that is less commonly featured.

Geoff's sharing doesn't end there. A regular sponsor of community events, he is actively involved in two very worthwhile causes. Geoff recently completed his second Balmoral swim on Tony Arena's ACES squad, raising over \$105,000 for The Children's Cancer Institute of Australia. Geoff's son, Harley Grist, launched a

relay competition between Shore and Queenwood schools, raising \$15,000. The funds will be used in one of only three research centres in the world dedicated to children's cancers.

If you turn to the back page of the Villager you'll see that Geoff is making a donation to SWAGS for every house he sells in 2012. SWAGS is a not for profit organisation that helps homeless people turned away from shelters by giving them a tough and weatherproof "Backpack Bed". The charity's motto "Everyone deserves dignity" is prevalent in the design – a sturdy, practical, but innocuous backpack that can be carried around until it is needed as a tent-like swag, reducing the need for people to sleep rough and exposed on the street. The award winning backpack beds save lives – it is specifically designed to protect from frostbite and hypothermia. It is estimated that over 100,000 people are homeless in Australia, and just \$68 can give one of those people a chance of survival this winter.

"We have low giving rates in Australia" says Geoff, "particularly at a business level, on a world scale. I'm happy to be playing my part for the homeless with this great organisation and encourage others to do the same. Every bit really does help."

To find out more go to SWAGS go to www.swags.org.au ❖