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## JAMES HARRIS

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SEVEN HILLS REALTY

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STANDINGS

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NOVEMBER 2021



# JAMES

## HARRIS



### From Serving Our Nation to Serving Others

James Harris was born at Wright Patterson Air Force Base in November of 1983 and spent much of his early childhood traveling and living in areas such as Athens, Greece, where he enjoyed the sense of community and pride associated with his father's Air Force career.

James made the decision to join the United States Air Force and wanted to be part of a community of individuals who epitomize integrity, discipline, hard work, and determination. James felt a sense of pride as he followed in his father's and great-grandfather's footsteps to honor and serve. James served his country as both an Active Duty and Reservist member of the United States Air Force for 13 years, and also worked full time as a Department of Defense employee.

With the foundation that had been built from serving in the Air Force, James realized that the principles he learned in the Air Force would benefit him in real estate. "Integrity first, service before self, and excellence in all that we do" were the Air Force principles that he holds close to his heart. "I deliver a great experience for people," says James. He started helping a few clients and really enjoyed being of assistance to others.

James began his successful career in real estate in 2014 as a vehicle to build wealth. In his first year as a licensed real estate agent, he invested in and flipped seven properties and helped several friends make a move. "I've always been intrigued by real estate," says James. James explains, "I kept coming into contact with buyers and sellers who had frustrating experiences with some of the agents they worked with. A few family members had less-than-desirable experiences, too."

#### *Living with No Regrets*

While working full-time at Wright Patterson Air Force Base and

part-time in real estate, James received a call from Peter Chabris offering to meet and further discuss a career opportunity with The Chabris Group. After meeting with Peter, the two saw potential and decided to begin their journey in real estate together; James as a protégé and Peter as a mentor. James could see the potential that real estate had to offer and was excited to join a team that would provide the vehicle to further develop his real estate career.

"I was married with two young sons at the time," recalls James. "I had a Department of Defense job with

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a stable income.” Many felt like taking the risk to leave the stability of a government job was too risky. However, he had the support of his wife, Catie, whom he says was “phenomenal” in helping him make the career move.

“Catie and I met at NKU in the business and entrepreneurship programs there,” he says. “She has started and sold two businesses successfully.” When it came to making the decision to dive into real estate full time with The Chabris Group, James and Catie were willing to take the risk. They were confident their entrepreneurial skills coupled with the expertise from Peter would yield mega results. They realized there was nothing to lose and everything to gain. Since Catie had successfully started her own wedding and corporate event planning business, as well as a flower truck business, James knew he had tremendous support behind him and would be set up for success in his new career path – full-time real estate agent.



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*It has truly been an honor working all these years with James.*

**-PETER CHABRIS**



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**I wouldn't  
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Chabris Group**

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Recognized for his production, integrity, intrapreneurship, sales mastery and commitment to the company's long-term success, James was promoted earlier this year to Director of Sales at The Chabris Group. He is now responsible for the training, management, production, and growth of the company's real estate sales team and business. “2022 is going to be an incredible year, where all of our groundwork with the Relationship Management team and the expansion of our sales team will align making it our best year yet!” says James.

“It has truly been an honor working all these years with James,” shares Peter Chabris. “He is a true leader, serving his peers and the company with a high level of care, integrity, and sense of mission. We are all lucky to call him our colleague, and I consider myself even luckier to call him my friend.”

***Family Focused***

James and Catie were married on May 15, 2010, at the beautiful French House in Amberley Village, Ohio. They have two sons, Grant (10) and Luke (7). Their boys are avid football and lacrosse athletes and outdoor adventurer enthusiasts. Catie and James are very involved in their boys'

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In 2016, James started with The Chabris Group as a Listing Specialist, selling 70 homes in his first year. By the end of his fourth year at the company, he closed 397 homes. During his tenure as Listing Specialist at The Chabris Group, James was responsible for many initiatives that assisted in the development and growth of the business. One in particular was the need for a team of individuals who cultivated relationships with clients and was dedicated to serving their needs as they considered buying or selling real estate. In 2020 he launched the Relationship Management Team within The Chabris Group. This new team of specialists has increased company lead conversion by 25% and the company's customer experience surveys have improved by 15%. Most notably, the Relationship Management team is responsible for nearly 50% of the company's business.



athletic pursuits. Grant and Luke keep them busy with multiple sports and activities year-round.

James and Catie made the decision to homeschool their boys in June of 2020. They are now in their second year of homeschooling. James says, "We did it out of necessity, but it has been a huge blessing." They enjoy the freedom and flexibility that their home education lifestyle allows for. In addition, their children are thriving in an environment that allows for individualized and customized learning plans. One of their favorite benefits of homeschooling is their ability to travel when it works for them. This past summer, they took a seven-day trip to Arizona, Nevada, and Utah. They visited the Grand Canyon,

Hoover Dam, and Zion National Park. "It was amazing," says James. "We loved the adventure, going on the hiking trails, and riding go-carts on the sand dunes."

In his free time, James enjoys hiking, running, and weightlifting. He also likes spending time with their 162-pound Great Dane named Fender. "He's our second," says James. "My wife and I rescued another Great Dane in college named Lexie. She lived to be 10 years old."

Their furry friends grew up with their kids, who have fond memories of these gentle giants. Grant and Luke also have a multitude of hobbies they enjoy working on in their free time, including flying drones, constructing forts, climbing trees, building LEGO, and filming videos. They

even created their own YouTube Channel, The Harris Adventures.

#### *Final Thoughts*

"I wouldn't be where I am today without my family and The Chabris Group," reflects James.

How does James find strength in life? It all comes down to his persistence and continuing to push forward. James' go-to mantra for this mentality is to "keep hammering."

We are honored to feature James Harris in this month's issue. Thank you for your service to our nation. Happy Veterans Day!



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