

FIJI HONEYMOON

URNS INTO EXCITING NEW BUSINESS AND AN INCREDIBLE NEW LIFE!

The bride-to-be absolutely insisted on Turtle Island in Fiji for their honeymoon in February 2019 and it changed the entire course of their lives in an amazing twist of fate.

Upon arrival on the very early morning Fiji Airways flight from their home in Los Angeles, the Turtle Island (Guest Services) team whisked Baron & Bren Bruno to Essence of Fiji, for relaxing massages and a quick breakfast. After their rejuvenating morning, they were dropped off at the Sofitel Resort on Denarau Island, for the first two nights of their honeymoon, allowing them to explore the main island of Viti Levu before heading to their secluded romantic island retreat. It was still too early for their room check-in so the courteous hotel staff recommended they visit the lively and extremely popular Port Denarau Marina.

Baron and Bren hopped on the Bula Bus to begin their island adventures! They were walking around for only a few minutes when they came upon the Professionals Real Estate office near the Marina. Since they already managed an award-winning real estate team together in Marina del Rey, California, they were both very curious about the real estate market and home prices in Fiji.

Baron insisted on going inside and asking further questions after looking at the many listings in the window. They were warmly greeted with a radiant smile by Azbar Nadeem, who runs the office, and soon the discussion quickly took an unexpected turn. He mentioned that in addition to the many fabulous and available properties, the real estate business itself was also for sale and that an interested buyer had only 48 hours remaining to make his initial purchase deposit.



About to board our honeymoon flight from Los Angeles to Nadi (LAX -- 24 Feb 2019)



Our totally remodeled Main Office at Port Denarau Marina showcasing talented local Fijian artists!

Baron and Bren looked at each other in a magical moment (like that first time when they met), not a word exchanged, and then Baron turned to Azbar and said, “if he doesn’t get his deposit in by then, we’re up next!” Bren knew that Baron could always spot a great opportunity, and everything just seemed “right”.

After exchanging contact details, they walked across the courtyard, sat down at the Hard Rock Cafe to discuss what had just happened over a few cold drinks... on the first day of their honeymoon... before even checking into their hotel! Were they really considering buying this business and moving to Fiji? Was this really happening? Who does something like this? They were just supposed to be on their honeymoon!

The address of their business in Los Angeles happens to be on “Fiji Way”, so were they actually going to move from “Fiji Way” to the actual country of Fiji? Yet another strange coincidence! Bren told Baron that “things happen for a reason, and this is something special, we both know it - and feel it. Let’s make our dreams become our reality!”

Well, with their spirits uplifted even further, they met the owner the next day for a deeper discussion before heading off to Sabeto Hot Springs and The Garden of the Sleeping Giant, enthralled in the beautiful natural surroundings which might soon be their new home! Then off they went to the iconic Turtle Island, with their dreams of tropical wonderment and euphoria (and of course a keen desire for privacy and relaxation!).

There, on this remote tropical paradise in the Yasawa Islands, they met another husband and wife who happened to own a Professionals real estate office in New Zealand, who also knew the owner of the Professionals Fiji office.

In fact, they had even considered buying the Fiji office themselves, so they had already done that research. Bren, a big believer in synchronicities, saw this as another big sign from the universe telling her that she and Baron were on the right path. She then got completely on board with the whole idea of buying another real estate business and moving to Fiji. After 5 glorious days in honeymoon paradise that exceeded their expectations, and many hours of real estate discussions with the other couple (because

that’s what you do on your honeymoon, right?), they returned to the Professionals Denarau real estate office and signed the papers for purchasing the business before heading home to America. They returned several times that same year following their honeymoon to do their due diligence, confirm their intuitions, and further satiate their desires to explore this incredible island nation of Fiji.

The Brunos settled on their purchase of the Professionals FIJI Real Estate agency on Denarau Island at the end of 2019. While still maintaining their Resource Los Angeles real estate business, operating under the globally recognized Keller Williams brand (yes, their office is still located on “Fiji Way”), they arrived in Fiji for full time living on 13th of March 2020. Five days later, Fiji closed its international borders.

Most people say, “Oh no, what bad timing!” Bren says, “It was perfect timing because we got out of Los Angeles just in time! One week later and we would not have made it to our new life in Fiji and our new business!”

Since arriving in Fiji, Baron and Bren have spent an incredible amount of time working diligently to educate themselves and become experts in the Fiji real estate market:

- Learning how all of the local business processes work
- Meeting with all of the key stakeholders and influencers in the Fiji Real Estate industry as well as leaders in the public and private sectors
- Traveling all over this beautiful nation of islands to get first hand experience and knowledge that they can share with others interested in coming to Fiji (for holiday, or full-time)
- Personally visiting every available and existing property listing (so they really got to know, understand and appreciate the variety of properties available for local and non-resident buyers and investors),
- Meeting and communicating regularly with local and foreign property owners with Freehold, Crown and Native title and Buyers/Investors (each person with unique criteria, timing, budgets and goals)
- Redecorating their real estate offices to showcase and promote local Fijian artists and artisans in a pleasant and comfortable atmosphere
- Utilising the latest tools, materials and technology to update and upgrade their brand, logos, and marketing materials to better reflect the world-class level of service and experience they bring to Fiji
- Creating a truly global online marketing strategy and putting systems in place to further promote Fijian properties around the globe
- Collaborating with local and overseas partners to facilitate investment and flow of intellectual and financial capital



27 Feb 2019
discussing our
potential full-time
move to Fiji at Hard
Rock Cafe (Port
Denarau Marina)

These are just some of the positive changes they've made in order to be in the best position to introduce millions of new people to this small but proud South Pacific nation, and continue being a catalyst for increased economic growth and opportunity for the Fijian people. Baron says "the wave of abundance is coming back to Fiji, and we want to be well prepared for it'.

Baron and Bren are truly committed to and passionate about **"Transforming the Fiji Real Estate Experience!"**. With optimism for the future of Fiji, its people, economy, and business community, the Brunos are dedicated to serving the needs of their individual and institutional clients, exceeding expectations, and delivering results.

Baron and Bren Bruno have seen the resilience and the determination of the Fijian people to overcome adversity and the socio-economic challenges caused by Covid-19, climate change, and the rapidly changing world we find ourselves in. They are learning to better understand the true meaning of "Fiji Time", and to appreciate and share the "Bula Spirit" and the warm and inviting smiles of the Fijian people. They are so eager and excited to "Welcome Home" people returning to their beloved Fiji, and also others who want to experience Fiji for the first time when borders open up again in the near future, so they too, can make THEIR dreams become reality.

The moral of the story is "Listen to your wife, it can change your whole life!"

ARTICLE BY BREN BRUNO



Our incredible honeymoon on Turtle Island with wonderful and talented local Fijian staff.



Our 2 Year Anniversary celebration dinner at the Sofitel Fiji Resort & Spa on Denarau Island. (where we spent the first two days of our honeymoon in Feb 2019)