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**MANAGING
JUST FINE...
THANK YOU!**

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By Heather Navarra, The Write Type



When it comes to managing properties, many of us at one time or another have owned or lived in a managed property. It might have been an apartment rental, a condominium or even a commercial space. The funny thing is, if it's well managed, you might never know about the organization that keeps the lights on and the property in good working order ... or who collects the fees for the leasing company!

In business since 1988, Zoran Properties is a leader in this industry.

With 25 employees, they have built from strength to strength on the principles of teamwork, dedication and accountability to each and every client. It is through their service orientation that Zoran Properties garners an increasing share of business. With a 98 percent referral clientele, this company's formula for integrity and personal association with clients is what marks it as a step above the average.

Zoran Bora Churchin, owner and President of Zoran Properties,

was born in Serbia in 1955 and, having heard of the opportunities that prevailed in the west, in 1972 he chose Canada as his stepping stone toward a brighter and more promising future. Upon arrival, he settled in the Mississauga area and, with a great amount of enthusiasm, ambition and willpower, embarked on a journey towards securing a better life.

Zoran started his Canadian business career in 1984 through the founding of a small construction company.

Through the years, he developed and expanded opportunities for himself by managing and maintaining the properties he had constructed and, in 1988, he founded Zoran Properties Inc. Zoran had found his niche, and he began to focus his time on property management. As a result of his dedication over the last 18 years, this talented entrepreneur has become a well known name throughout the Greater Toronto Area in the property management industry.

In this demanding and competitive industry, it is the front line employee that makes a real difference. Zoran has been very aware from the start that his managers must be of the highest quality, as they are the first people tenants meet. As the company's representatives, they deliver on policies and promises of teamwork and accountability.

The company manages about 65 properties in a wide geographical area that spans from Scarborough to Kitchener. Their portfolio includes condominiums, commercial, industrial and retail properties. Zoran believes in the importance of goal setting, and focuses on expanding business by 10 percent each year, primarily through the great service provided that translates into repeat and referred business. Staff regularly

attends seminars and courses to expand their knowledge of property management, building envelopes and administration.

Zoran is proud that the company has CMHC as a client; by providing exceptional service, they continue



to manage many government properties on behalf of this high-profile organization. Indeed, clients are consistently thrilled with the service from Zoran Properties. Accountable and trustworthy, this company leads the way through their professionalism.

Extremely active in the community,

for the past ten years Zoran has served as President of the All Saints Serbian Orthodox Church in Mississauga. It was a personal dream of his to build a church in the Mississauga area that the community could be proud to call its own. Many years of hard work and perseverance led to the inauguration of a community church in 2002. During his tenure as Treasurer for two years and currently President for the last ten years, Zoran has been instrumental in raising over \$2.5 million to construct the church. His generosity in giving of his time and efforts, on a volunteer basis, is noteworthy, as is his dedication and his ability to take on responsibility and see it through from conception to completion.

Zoran is also an active member of the Rotary Club of Mississauga, Canadian Condominium Institution and Corner Stone PC Business Club. He also believes in supporting community groups and is a strong supporter of the Malton Cricket Club and an active community volunteer. "I am a believer in the importance of

community involvement," says Zoran. "I feel that anything can be achieved if you possess the willpower and stamina to do it."

The Zoran message of great service is also seen in the company's commitment to the communities they serve. If they're not front and center with a charity golf tournament

or community BBQs, they can be found behind the scenes helping organize Mississauga's annual cultural fair "Carassauga" or out at the Malton Cricket Club watching the home team toss some "overs". Zoran is a devoted husband to Rose and father to their son, Aleksander.

With these special events, Zoran Properties also understands the value they have for marketing. "We use our website, company brochures, the Yellow Pages and community newspapers to get the message out there. Our community events are also a great way to have a bit of fun and meet the people we serve."

It's clear that Zoran is a man who believes in giving back to his adopted country. With a keen eye on the political horizon, Zoran has also been courted to run for

politics. "It is with great enthusiasm that I announce my intention to seek the nomination of the Progressive Conservative Party of Ontario for the electoral district of Mississauga South," shares Zoran. "My dedication, accountability and experience will allow me to be the best possible candidate to represent our community. My commitment is immeasurable and, with your support, we can accomplish significant improvements within our community. I welcome the opportunity to speak to residents to discuss in greater detail current issues, as well as my ideas for building a better Mississauga South."

Zoran finishes by saying, "We are very proud to have properties in our portfolio that have been with us since our beginning in 1988. Over this time, we have established

a trustworthy, familial relationship. We are proud of our client relationships and we value their trust in us."

If you ask Zoran how business is going, he'll be more than happy to tell you that they are 'managing just fine... thank you!'

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