

It was based on a book written by a 1970 graduate of Harvard Law School.

"My class was in the same room where many of the scenes in the movie were filmed," Scott said.

"The professor would read out loud what we spent all week writing and then he and the rest of the class would critique what we wrote. It was a humbling experience." Scott gleaned most of the ideas for "Living the Dream" from his own sales experience.

"Something would get me all fired up like a tough home inspection or negotiation process with a client and I'd think, 'This would be a great chapter,'" he recalled.

"Living the Dream" was published by STR Publications, a subsidiary of Scott Team Realty Inc. The first printing was for 2,000 books, but Scott is optimistic that this is just the beginning.

In fact, he's already thinking about his next book, which, he said, might be titled something like: "Little Things You Learn Over the Years While Living on the Outer Banks."

I'd suggest making it into a series with these subtitles:

"Procrastination and Task Avoidance: Theory, Research and Treatment," "Beyond Leaf Raking," "From Coherent Rambling to Relaxation in my Million Dollar Beach House," "John Deere Tractors and the Men who Love Them," "50 Ways to Make a Fashion Statement Wearing White Fishermen's Boots" and "A Field Guide to the Stray Shopping Carts of Dare County."

# Living here

shirley mozingo

## Realtor is 'Living the Dream' with his book

Houses may not be best sellers in today's marketplace, but a book about them could find a lot of buyers on the Outer Banks.

Released Sept. 19, "Living the Dream" was written by local Realtor Jeffrey Scott. The 160-page paperback book is an easy-to-read comprehensive guide to buying, owning and selling real estate on the Outer Banks.

"We (Realtors) get a lot of the same questions all the time, and I felt it would be good for the public to be able to have some of those answers in a book. I thought I could give people the facts, figures and information they need to make decisions for themselves," Scott said.

Whether they study the book in its entirety or pick and choose chapters, he expects readers to walk away with a better grasp on how the North Carolina real estate industry functions.

"With all the governmental and other issues involved with coastal real estate, it's important to become educated about the market and to know how it works," he said.

Not all buyers are familiar with flood insurance and many don't understand something as commonplace as erosion on the Outer Banks, Scott explained.

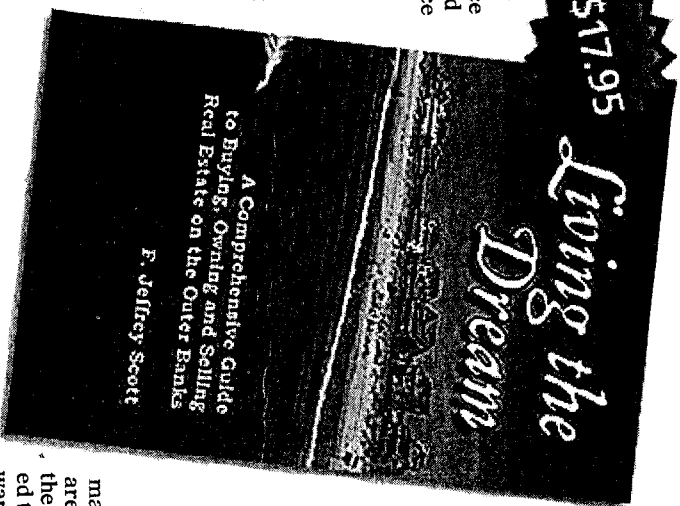
"Also, people don't expect that they may never see the seller. It's amazing how many buyers are ready to meet the seller at the closing table and duke it out. They don't realize it's just going to be the attorney and maybe the Realtor sitting there."

His hope is that the information in the book will help buyers and sellers understand the process and "get ahead of the game."

"There's stuff in there that took me years to figure out," he said.

A native of Fairfax, Va., Scott arrived on the Outer Banks in 1989 after graduating from Harvard University Extension School in Cambridge and from Gordon College in Wenham, Mass.

"I wanted to get out of New England. I was tired of it snowing in April. I fell in love with the ocean in col-



Realtor Jeffrey Scott, above, said his book answers questions about the Outer Banks that are asked all the time.

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lege and became a surfer, so I wanted to stay near the coast," he said.

His dad was a developer in Fairfax, Va., so Scott decided to settle somewhere between his family's home and a coastal area that offered a long-term opportunity for development.

"I got in my car and drove the whole coast of North Carolina for two weeks and

made notes of all the areas. I got a feel for the coast and decided that this is where I wanted to be," he said.

"I couldn't see myself living anywhere else." He figured that the best way to learn about real estate development was to learn more about real estate sales, so he acquired his North Carolina real estate license in the summer of 1988.

After graduation the following summer, he joined Stan White Realty.

Scott married his college sweetheart, Lori-Jo, in No-