



# Chief Storyteller Tricia Thomas

Bay East Association of REALTORS®



## Do you consider yourself to be an epic storyteller? If so, why?

Epic? No. Good. Yes. Why? Because I've lived in so many different countries and had so many unusual experiences, I can paint a picture that may be new, foreign, unusual or exotic to most people.

#OwnYourVoice

I was born in Pakistan in the late 1950s. It was a young nation, having gained its independence from both India and from British colonial rule a decade earlier. We lived in Karachi, the former capital. Its streets were largely unpaved. Cars, bicycles, horses and camels

shared the same transportation routes. The sound of drivers blasting their horns clashed with the yells of pedestrians, shoppers, market vendors, and camels making the sounds that camels make. Every machine, every creature, and every man, woman

and child had a voice, and they used it constantly. It was noisy, it was loud. It was chaotic, but there was a rhythm and an order to the mayhem.

This concert of sound was the backdrop to my life in Karachi. I took it for granted until the day I met the man with no tongue. And everything changed.

I was 5 years old. My ayah had taken me to the marketplace, and I think I must have been misbehaving. I had annoyed her. I remember her dragging me into a small tobacco stall. She found the owner and yelled at him. "SPEAK TO THE GIRL!" But he couldn't. He opened his mouth and I saw his tongue was gone. My ayah told me that he lost his power—that his tongue had been cut out and

his voice had been taken away as a punishment. She said I should always do good, or my voice would be taken away from me someday, and I would forever be powerless.

My ayah's morality tale didn't scare me into silence. It did the opposite. In that instant, the dots were connected for me. I saw that your voice is your power. It's something to honor and use wisely. It's something to never take for granted. It's your game changer.

I grew up and moved to America. I became a lobbyist in Washington D.C. I used my voice to be an advocate. I moved to California and continued my advocacy, using it in concert with the REALTOR® family to promote private property rights. To this day, I believe the greatest power

**"...he lost his power... his tongue had been cut out, and his voice had been taken away as a punishment."**

REALTORS® have is their ability to use their voices to connect the dots for their mayors, council members, state and national legislators. There's no greater power than the REALTOR® voice to create the kind of change we wish to see in the world.

**"Good stories are like watching a Walt Disney film. Something good comes out of something bad, and a life lesson is learned."**

**- Tricia Thomas**

**What elements do you believe make a great story? For example, authenticity, real-life experiences, living in the moment.**

Great stories have an "Aha!" moment. Seemingly unrelated things suddenly have meaning and make sense. Good stories are like watching a Walt Disney film. Something good comes out of something bad, and a life lesson is learned.

**How has storytelling benefited you, your business, or your association?**

Analogies and metaphors are uber stories in miniature. I've used them to make my point with more impact, especially when communicating to people who aren't in organized real estate. Great stories help you connect instantly.

