

“For the strength of the Pack is the Wolf, and the strength of the Wolf is the Pack.”

— [Rudyard Kipling, The Jungle Book](#)

As owner and president of Cayman Marshall International Realty, allow me to share a bit about where we’ve come from, where we are today and where we’re headed.

Four years ago, myself and three eager and energetic colleagues, opened the doors of Cayman Marshall for the very first time. Some of you may remember that these were turbulent times in the market. Terrorism was on the rise and it seemed like every time something went wrong in the world, our buyers would freeze! Many predicted we wouldn’t last a year, especially in such a competitive market. Our skeptics said we couldn't start our own brokerage based on a "team model" and many said we certainly couldn't start our own brand, create our own magazine or succeed in the Port Carling market. Fortunately these people were wrong. Myself, and every single person on the team proved them wrong. Together, **we have solidified our brand in two magnificent locations** as we enter our third year with what is now one of **Muskoka's most successful magazines**.

It feels as though it's been both a long time *and* a short time. Compared to Sotheby’s magnificent 272 year history, our achievements are modest and our company is still adolescent. On the other hand, 4 years in a business that is rapidly changing and evolving is an achievement that we can be immensely proud of! It means that we have established ourselves...in fact, what we have done is build *one of the largest* Independent Brokerages in Ontario and certainly *one of the fastest growing*.

From our humble beginnings in 2012, we now trade in excess of US\$ 100 million per annum with our goal to hit the US\$ 200 million mark for 2016. We are also proud to work with over 400 international partners that help give us the horsepower it takes to dominate with foreign buyers. **It is also no small feat and of great credit to the team we have assembled, that every single year we have almost doubled our sales.**

While considering this editorial I was watching a children's movie called "The Jungle Book" and I was inspired by this quote: *“For the strength of the Pack is the Wolf, and the strength of the Wolf is the Pack.”* This seemed to say what I was feeling perfectly. I could have never accomplished all of this on my own and this business is truly fun and rewarding when you surround yourself with people that have your back and share your victories. Strength really IS in the pack!

Looking ahead, my conviction and resolve remains - to continue building the Cayman Marshall brand and to firmly establish ourselves as the most successful “Wolf Pack” in Muskoka.

Todd Adair