



BRYAN KEANE

▲ featured agent | By Lindsey Wells | Photos by LaCasaTour



STILL LOVING THE WORK

Mark Twain once said, “Humor is mankind’s greatest blessing.” If those words hold any truth, then REALTOR® Bryan Keane is blessed beyond belief. Not only is Bryan a man of integrity and master of all things real estate, but he’s also quite the comedian — which was evident within the first few minutes of the interview that was conducted before writing this article.

As a writer, it is not often that I write in the first person. However, I felt it necessary for this article, at least for its opening paragraphs. During my interview with Bryan, I tasked him with describing some of his life’s more memorable moments — anything that would spark the readers’ interest. A couple of silent seconds went by before Bryan finally responded, “Well, I could tell you about that time I was in prison...”

Obviously, this was a joke; Bryan Keane has never seen the inside of a penitentiary. While he has no prison stories to share with the local real estate community, Bryan has enough humor to go around.

Originally from New Jersey, Bryan worked in hospitality management from the time he was old enough to obtain working papers. A food and beverage director by trade, Bryan traveled around the country managing food and beverage departments for places like convention-style hotels, bars, and restaurants. However, he came to a professional crossroads in the early 1990s when his company expressed their intent to transfer him to Washington, D.C.

With one child already and another on the way, Bryan decided it was time to bid farewell to the

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hospitality industry. "My parents had retired down here in Cape Coral, so I came down in 1992, went and got my real estate license, and I've been a Realtor ever since," Bryan says.

After nearly 30 years in any profession, one might expect to catch a slight case of career burnout. But, not Bryan; even after

28 years, he is still intrigued by his job, still learns something new every day.

"I work seven days a week, morning and night — and I love it," he says. "I love what I do; I love meeting people from all different walks and levels of life. Of course, not



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Bryan Keane is more than a local real estate entrepreneur; he has owned two taverns in Fort Myers and two hair salons in Cape Coral.



Bryan Keane and his assistant, Lea O'Brien.

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Bryan Keane's French bulldog, Meatball, is a bit of a celebrity in their Cape Harbour community and often accompanies Bryan to the beach.

••• everybody loves you back — that's human nature — but as long as you did the best job you could do, that's what matters."

Bryan has had other business ventures over the years on the side of his real estate career. He owned City Tavern in Fort Myers 15 years ago before opening a second tavern called Fuel Tap & Tavern. "Those were just for fun — maybe it was a mid-life crisis thing," Bryan says. He has since sold both bars.

Entrepreneurship seems to run in the Keane blood. Bryan's son, Bryan, and daughter, Brittany, both followed him into the real estate industry and also work at Miloff Aubuchon Realty Group.

Because Bryan and his son share the same first name, things can get a little

confusing. "If I had known back when he was born that he would eventually get into real estate with me, I would have named him David Bryan instead of Bryan David," Bryan says, laughing. "It's not only in our office; title companies, home inspectors — they all get us mixed up."

Such a problem doesn't exist between Bryan and his third "child," an English bulldog named Meatball. Meatball is quite the celebrity in Cape Harbour, where he and Bryan live. "Everybody knows Meatball," Bryan explains. "He's like the king of the area; that's my boy."

Bryan has three grandkids that he enjoys spending time with when the opportunity arises. Boating and frequenting his favorite local eateries with

good friends or clients are also ways that he likes to spend his free time.

The truth is, Bryan says, he doesn't take a lot of time off of work, and for a good reason: time is money. Bryan encourages the up-and-coming real estate agent to remain patient and diligent. "You have to dig in and work hard; success doesn't happen overnight," he says. "And be sincere with these clients. Do what you say you're going to do — even after you get the commission check. I tell all of my clients, 'I'm your agent forever, or until you tell me I'm not.'"

"You never know when that next commission check is going to come. Remember: you're only as good as your last deal."

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