



From snow to surf

Former Canadian Ski Team member now a successful developer

TIM BRYANT

Many people have multiple careers over the course of their life, and Cary Mullen certainly fits that bill.

A former skier on the Canadian ski team, Mullen is also a successful author and developer whose interest in real estate started at a young age and has led him to create one of Mexico's top retirement and condominium resorts — Vivo Resort in Puerto Escondido.

Located on the south/west shore of Mexico on the Pacific Ocean, it's proven to be a very welcoming and comfortable place, no matter why you are visiting.

"You're guaranteed great weather as a snowbird, and you're guaranteed great weather as a vacationer," Mullen said.



Vivo Resort in Puerto Escondido is the brainchild of Canadian developer Cary Mullen.

Vivo Resorts exists to serve myriad needs, from those retirees looking for somewhere to spend the cold winter months, to families looking to escape for a week in the sun and surf.

Mullen chose the area in large part thanks to his parents. They had retired to Florida, but the weather there, as well as a few other factors, weren't quite up to Mullen's

liking.

"I've got to find a place where they're retiring that matches up with where I want to vacation," he said.

That notion sent him out on

a quest to find the best beach-front property he could find within a six-hour flight from Alberta. Armed with 44 different items on a checklist, he eventually landed on the Puerto Escondido region.

With a goal of helping people live healthier, happier and more connected lives, the resort includes services for all its visitors, be they permanent residents or simply vacationers, with the target being a strong ROH, or return on happiness.

"That's been the driver for me," Mullen said. "Have this place and environment and services that enhance people's lives and let them live their best life in this place."

Mullen's interest in real estate started before he was even born. His grandfather had been a farmer, but

also realized he was a "land banker," who bought land just outside Calgary's city limits and would then sell that land to developers as Calgary expanded.

Mullen's parents got into real estate as well, buying an apartment building in which Mullen would work and pick up the bug.

He took his realtors course when he was 19, and bought his first property at 21 while on the Canadian ski team.

Getting into real estate was as much a fulfillment of a childhood interest, as it was a way to prepare for his post-skiing life.

"I thought, 'If I can build a successful real estate company while I'm doing this, then I have kind of my next transition ready to go,'" he said.



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