

Why Luxury Clients Connect with Me



Created by:

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Air Force Retiree still Serving my Community

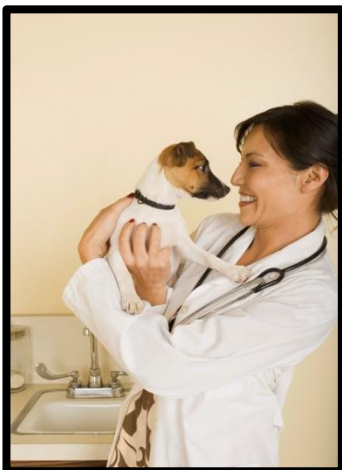


I provide platinum services to luxury clients either selling or buying

- This pamphlet was not created to describe issues related to buying or selling luxury properties. The intent is to impress upon luxury clients, they and I already have a lot in common and comparable personal experiences in order to build a trusting business relationship. I provide “Over-The-Top” platinum services to my clients before, during, and after closing.
- Beside my standard exemplary REALTOR® services as a buyer’s or seller’s agent; I go up and beyond...

My primary goal for luxury clients is to not waste their time

- I provide personalized services to save my clients time and make their buying or selling process as pain-free and stress-free as possible.
 - I handle the majority of the work-load associated with buying or selling, with client oversight.
 - My clients know I can handle problems. While it quickly becomes clear I know about the real estate processes, my clients soon understand I am there as their wingman – I have their back. I take a personal interest in my client’s problems and help them find solutions.
 - I can oversee renovation projects or repairs as needed prior to a client moving in/out.
 - I can oversee movers to help alleviate damage and loss.
 - I can arrange for the utilities to be turned off or on.
 - I can help find and make arrangements for temporary lodging for the family and pets.
 - I can arrange babysitters, temporary staff, or assistants as needed.
 - I can provide guidance if special needs, items, handymen, professionals, or services are desired.
- I provide other additional services as requested, with the specific items to be worked out with the client.



Why should Luxury clients decide to work with me?

- I have a unique background as a REALTOR®.
 - I retired from the US Air Force after 22 years, with another 14 years as a government defense contractor.
 - I spent the majority of my adult life as an intelligence analyst. I have an analytical mind and am a problem solver. If I don't know an answer, I know where to look, and have a support team ready to help.
 - I have been involved in real estate as an owner/investor/landlord/flipper since the late 1990s, and as a residential REALTOR® since 2015.
 - It's obvious I am not a young kid nor a glamour shot model, but my wife and most cats & dogs like me, so this should account for something.
- I am discrete of my luxury client's privacy.
 - The Colorado Exclusive Buyer Contract specifically states I am not allowed to disclose my client's identify without prior written consent. This is not a problem. I have worked in the intelligence career field and know when to keep my mouth shut. If luxury clients would like to keep their name off the contract to buy and sell or out of county records, I recommend contacting legal assistance in order to create a corporation/LLC to hide this fact prior to submitting an offer.
 - The Colorado Exclusive Seller Contract doesn't have this clause as the property ownership is listed within on-line public records. If the ownership was listed under a corporation or LLC, then it is a bit more difficult, but not impossible to find the actual owner's name.
 - When I represent publically-known clients, or wealthy/private clients, this is not a problem. I am not a name dropper and not awed by celebrity status.

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320 **12.2. Showing Properties.** Buyer acknowledges that Broker has explained the possible methods

321 used by listing brokers and sellers to show properties, and the limitations (if any) on Buyer and Broker being

322 able to access properties due to such methods. Broker's limitations on accessing properties are as follows:

323 Per any instructions of the seller, listing agent, or tenant.

324 Broker, through Brokerage Firm, has access to the following multiple listing services and property information

325 services:

326 ReColorado MLS.

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329 **13. DISCLOSURE OF BUYER'S IDENTITY.** Broker Does Does Not have Buyer's permission to

330 disclose Buyer's identity to third parties without prior written consent of Buyer.

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333 **14. DISCLOSURE OF SETTLEMENT SERVICE COSTS.** Buyer acknowledges that costs, quality, and

334 extent of service vary between different settlement service providers (e.g., attorneys, lenders, inspectors and

335 title companies).

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338 **15. WIRE AND OTHER FRAUDS.** Wire and other frauds occur in real estate transactions. Any time Buyer

339 is supplying confidential information such as social security numbers or bank account numbers, Buyer should

340 provide the information in person or in another secure manner.

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343 **16. REMOVAL OF MARKETING MATERIAL.** Buyer acknowledges that marketing material used by the

344 seller and the seller's broker (e.g.: videos, photos, etc.) may be difficult, if not impossible, to remove from

345 syndicators and the Internet and releases Broker from any liability for Broker's inability to remove the

346 information.

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- I am well-traveled due to our Uncle Sam. I have been throughout Europe and a few trips into Africa and the Middle East. Due to my travels and military/intelligence training, I have had extensive contact and studied different countries and cultures.
 - I lived in Europe in the countries of Germany, Spain, and Turkey for almost 14 years. I use to speak fluent German, but I must admit I am losing my vocabulary after not using it for 30 years.
 - I traveled extensively throughout most of the countries within Europe, and also Turkey, Egypt, and Sudan. I made numerous trips behind the iron curtain into East Germany and Poland, before and after the fall of the wall. I was in Hungary the day it fell and watched it become a republic. Within Europe, I avoided chain hotels and preferred to stay in local hotels, gasthaus, and zimmerfrei (rooms in private houses).
 - I grew up in Pennsylvania and Texas, and also lived in Arkansas, Florida, Ohio, Virginia, and now in Colorado. I have traveled to/through most of the U.S. States.
 - I enjoy attending plays and musical performances, and have attended some of the major theaters in Germany, England, and U.S., although I do admit I am not a big fan of ballet.
 - I enjoyed touring castles (ruins and still standing), fine art, physical art, technical, and historical museums throughout Europe; and U.S. I am a bit of an artist myself in clay, paint, and stain glass.
 - I am a bit of a gourmet. I like to experiment and make my own recipes and my guinea pig (my wife) says I am a suburb chef. I also like to try new restaurants of all types from fine food to holes-in-the-wall. In my travels, I have eaten things most people would not dare such as Swedish *Surströmming* (Herring fermented in a can for a couple of years), Danish *Røget Äl* (smoked eel), German *Schnecken* (Garlic Herb Snails), Real Korean *Kimchi* (cabbage and other vegetables pickled and fermented in the ground for months), real sushi, roasted ants and grasshopper, and other named items I don't remember.
 - I always try wines during my travels (high-end to table wines), and have spent many weekends vineyard hopping across Germany and France. I tend to like dryer full bodied reds. I am partial to VSOP cognacs, the lighter European ales, and port.
 - I am active in my community and have volunteered thousands of hours toward this.
 - I served numerous years in leadership roles within the American Legion post and district level.
 - I have been very active in veteran-related events, officiated at five veterans' funerals, organized veteran educational events, developed a community PTSD-related event, organized a veteran business networking group, and ran our local post annual Elbert County food drive.
 - I have been the guest speaker at numerous veteran events, memorial/veteran's day, scouting jamborees, local non-for-profit fund raising events, and local school events.



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- I am a bit of an Adventurer – air, water, and land. I have tried some things once and others repeatedly.
 - I learned to fly airplanes.
 - Sky dived (solo - static and free fall).
 - When it comes to speed, I have driven Porsche, BMW, Mercedes, and other European spec cars on the German autobahn every day ~150-160 kph (~90-100 mph – and my fastest was 263 kph (163 mph - Nissan 300ZX)). I have driven power boats, jet skis, ATVs, and limitedly on motorcycles.
 - I have surfed, alpine skied, cross country skied, scuba-dived, para-sailed, and salt & fresh water fished.
 - I played numerous sports (golf, track, weight-lifted, flag foot ball, baseball, softball, soccer, tennis, squash, and racquet ball).
 - I skied the Alps extensively, and to a lesser amount the Appalachians, and Rocky Mountains. I was on the board of directors and a tour guide for 3 ski clubs in Europe. I have also been in resorts/spas in Germany, Switzerland, and the States.



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- In my travels I have always been attracted to the water.
 - I swam in the Spanish Balearic sea/Mediterranean, South Turkish Mediterranean, Miami Beach, and Gulf of Mexico.
 - I walked along the overlooks and shores of the Spanish south coast, German north coast/North Sea, Sweden Lake Malar/Baltic approaches, North Adriatic Sea, and US Pacific & Atlantic coasts.
 - I also walked along the river banks of the White and Blue Nile, Danube, Rheine, Neckar, Mosel, Thames, Miljacka, Mississippi, Colorado, Platte, Rio Grande, Missouri, Susquehanna, Potomac, and other waterways.
- Experienced in the nature, woods, and tradecraft.
 - I am comfortable horseback riding and being around animals.
 - Driven off road 4-wheel drive.
 - Hunter - Expert shot (military and civilian) with pistol, rifle and shotgun, including black powder.
 - I have RV travel and tent camped.
 - Hiked in Europe and the States.
- My wife and I are pet people and absolutely spoil all of our fur babies.

The types of Luxury living in Colorado

- I have determined we have approximately 10 different types of Luxury living in Colorado. A property might fit 2 or 3 of these categories at the same time (e.g., rural living on a ranch with lake views).
 - City Living
 - Urban living
 - Airparks
 - Golf courses
 - Lake views
 - Mountain living
 - Ranches
 - Rural estates
 - Vacation properties
 - Wooded seclusion



The benefits of Luxury living in Colorado

- 255 days of average sunshine per year.
- 60 of the largest high tech companies have facilities or offices within Colorado.
- Colorado is ranked fifth for the strongest economy according to an article on the website. (<https://wallethub.com/edu/states-with-the-best-economies/21697>).
- **Individuals will find Colorado has** exceptionally low taxes as compared to other states. According to an article on the website (<https://smartasset.com/taxes/colorado-tax-calculator>), Colorado has low property taxes and a flat income tax rate of 4.63%.
- The outstanding natural beauty of the Colorado Rocky Mountains, green valleys, high mountain plateaus and cliffs, and open prairie is legendary.
- If you are a summer and/or winter outdoor enthusiasts, there is something for everyone: skiing, hiking, biking, golfing, fishing, hunting, camping, and photography.
- Colorado has been described as one of the healthiest states in the country.
- Cultural gold mine – professional/community theatrical productions, museums, numerous artistic venues, and music of all genres, and historic cities, towns, buildings, and sites.
- Sports gold mine – Professional-level team sports: Broncos (football), Rockies (baseball), Nuggets (basketball), Avalanche (the “Avs”) (hockey), Rapids (Soccer) and Mammoths (Lacrosse); US PGA tournaments (golf) are held in Colorado; and numerous college and semi-pro teams.
- Actual gold – as well as other natural resources for the professional and amateur enthusiast: copper, lead, molybdenum, oil, silver, uranium, zinc, agate, amazonitet, amethyst, aquamarine, barite, fossils, garnet, jasper, opal, peridot, petrified wood, rhodochrosite, rose quartz, sapphire, topaz, tourmaline, and turquoise.

Give me a call, email, or text when I can help

Referrals of family and friends gladly accepted.



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Air Force Retiree still Serving my Community

All photos excluding these are personally taken images.

ⁱ <https://www.istockphoto.com/pl/zdj%C4%99cie/sztabki-platyny-1000-gram%C3%B3w-czystej-platyny-inwestycje-biznesowe-i-koncepcja-gm1342199962-421696307?phrase=platinum>

ⁱⁱ <https://www.freeimages.com/photo/doctor-holding-dog-2156513>

ⁱⁱⁱ <https://www.freeimages.com/photo/construction-workers-and-foreman-2148063>

^{iv} <https://www.freeimages.com/photo/chef-preparing-flaming-skillet-meal-1757935>

^v Excerpt Colorado Exclusive Right-to-Buy Listing Contract

^{vi} https://cdn.pixabay.com/photo/2016/08/03/19/42/globe-1567578_960_720.jpg

^{vii} <https://images.pexels.com/photos/3193846/pexels-photo-3193846.jpeg?auto=compress&cs=tinysrgb&w=1260&h=750&dpr=1>

^{viii} <https://images.pexels.com/photos/593172/pexels-photo-593172.jpeg>

^{ix} <https://pixabay.com/photos/spain-costa-brava-lloret-de-mar-2464619/>

^x <https://www.pexels.com/photo/beige-bungalow-house-259588/>