

FOUR TYPES OF REALTORS



	Discount Realtor	Standard Realtor	Top Realtor	Certified Divorce Real Estate Expert (CDRE™)
Family Law Equivalent	"\$995 Divorce" Attorney Billboard	General Practice Attorney	Outstanding Trial Attorney	Certified Family Law Specialist
Listing Marketing	Low (or no) marketing budget	Low marketing budget	Robust marketing budget and campaign	Robust marketing budget and campaign
Real Estate Expertise	Limited knowledge in processes, complexities, and contracts	Basic knowledge in processes, complexities, and contracts	Expert knowledge in processes, complexities, and contracts	Expert knowledge in real estate process, complexities, and contracts
Negotiation Skills	Poor negotiation skills	Average negotiation skills	Excellent negotiation skills	Excellent negotiation skills
Education and Training in Divorce Niche	No training in the divorce process	No training in the divorce process May or may not have any experience with divorce listings	No training in the divorce process May or may not have any experience with divorce listings	Qualifies as a Court-Appointed Expert Rigorous 12-month divorce real estate training program Trained in divorce legal processes Ability to testify Member of DREI™ network of experts with continuing divorce real estate education
Disputes Between the Parties, Special Circumstances & Sale Sabotage	No skills or tools to resolve dispute	Nominal skills or tools to resolve disputes	Nominal skills or tools to resolve disputes	Trained and effective in divorce real estate dispute resolution Systematic process for attorney contact Coordinates between attorney, court and order-enforcing entity (elisor or law enforcement) for execution of order
Trial	Generally, not willing to testify, or provides incredible testimony without foundation	Generally, not willing to testify, or provides incredible testimony without foundation	Generally, not willing to testify, or provides incredible testimony	Will testify, write reports, and have systematic documentation of events to submit to the court with proper foundation and credible testimony
Expectation	High probability of problems all around	Good probability of problems all around	Excellent at real estate, limited ability to manage a divorce listing	The house is sold expeditiously The highest proceeds obtained The least amount of collateral damage Excellent communication throughout the process Effective use of the legal process, where necessary