



BERKSHIRE  
HATHAWAY  
HomeServices

Starck  
Real Estate



SAY HELLO TO  
*AutoFlow*



*“Flow is the lifeblood and oxygen of your relationships—and your business. Flow is what makes you visible and keeps you top of mind.”*  
-Larry Kendall

Maintaining those all-important relationships with your sphere of influence is critical in a competitive real estate market. The 2018 NAR Profile of Home Buyers and Sellers Survey reveals that 90% of past buyers and sellers say they would refer you or use you on their next transaction, but only 12% actually use the same agent! That is because only 6% of Realtors stay in touch with past clients.

AutoFlow keeps you top of mind with your important contacts with three touches per month. Without having to lift a finger, each of your designated contacts will receive 36 touches per year all for just \$2 per month, per contact.





## *Set it and forget it!*

The best part about AutoFlow is that it is automatic. You set it and forget it! Just go to Inside Starck and sign up on the AutoFlow Sign Up Form. Then send us your Google Sheets, Excel, or CSV file of at least 50 contacts. We take it from there. Every month your three marketing touches are sent and you don't have to lift a finger.

Don't have a database? Don't worry! With your permission, we will work with you to create it from previous 6 years of transactions and/or your Google Contacts.

## *Each month your contacts will receive:*

- A Targeted Value Offer Postcard
- The Starck Report Newsletter
- One Seasonal eCard



## How does it work?

- Go to Inside Starck, click on the Websites button in the blue bar at the top, and search for “FLOW”. Then click through to the AutoFlow Sign Up Form
- Complete the AutoFlow Sign Up Form with the information requested and submit
- Send your contact list of 50 minimum contacts separately as an Excel or Google Sheets file to [Marketing@StarckRE.com](mailto:Marketing@StarckRE.com)
- If you don’t have a contact database ask us to help you compile one by checking the appropriate box on the sign up form
- If you don’t have a current credit card on file, please contact the accounting department at [Accounting@StarckRE.com](mailto:Accounting@StarckRE.com)
- Relax and let the flow begin!



## Why AutoFlow?

AutoFlow is based on scientifically proven Ninja Selling System principles. First put into practice by The Group, Inc., a market-leading Fort Collins, Colorado brokerage that also has led the entire country in PPP (Per Person Productivity, or Average Transactions per Broker), AutoFlow has been a key component in helping their brokers increase their income per hour.

- Larry Kendall found that by staying top of mind (in “flow”) with past clients, they tended to go back to and refer their broker to friends and family.
- Decades of experience with over 50,000 Ninja’s from all over North America showed that by implementing the Ninja system (including AutoFlow), each contact in your database is worth \$1,000 annually.
- Assuming you have 100 contacts, you will spend \$200 per month or \$2,400 per year. By staying in “flow” and working the Ninja system, you can expect to earn \$100,000 per year. It could be said that for every \$1 dollar you invest in AutoFlow, you can expect to earn a return on investment of \$416. “If you work the system, the system will work for you.”
- In 2018 our January Ninja class of experienced and new brokers increased their business 57%.

**ENJOY AN APPETIZER ON US!**



Algonquin, Orland Park, Schaumburg & Skokie  
**bonefishgrill.com**

Enjoy an appetizer on us (excluding large ahi tuna sashimi). Limit one per customer/delivergroup. One in only. Back of card required for redemption. Single use only. May not be combined with other discounts or promotions. No cash value. Gratuity not included. Offer valid 4/5/2019 - 5/31/2019, excluding holidays.

**BONEFISH GRILL®**



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 www.starckre.com

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**menchie's frozen yogurt**



Visit a location near you

950 S Milwaukee Ave  
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 (224) 653-9634

2510 N Clybourn Ave  
 Chicago, IL  
 (773) 525-7306

2531 N County Line Rd  
 Algonquin, IL  
 (224) 333-0641

1027 N Elmhurst Rd  
 Mt Prospect, IL  
 (224) 735-2296

**menchie's.com**

Buy one cup of frozen yogurt and get one cup of frozen yogurt free. Limit one per customer/delivergroup. One in only. Back of card required for redemption. Single use only. Must be original. No duplicates allowed. May not be combined with other discounts or promotions. No cash value. Gratuity not included. Expires available at most locations but not valid with this offer. Offer valid 5/15/2019 - 6/30/2019, excluding holidays.



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**BUY ONE CUP OF FROZEN YOGURT AND GET ONE CUP FREE!**

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## REAL ESTATE ADVICE



### ANGIE AGENT

Broker, Team Name  
123.456.7890  
AngieAgent@StarckRE.com



*Contact me for all your real estate needs!*

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March 2019

Vol 1 Issue 3

## THE STARCK REPORT

Official Monthly Real Estate Newsletter



### IN THIS ISSUE

HUGE INTERIORS FOR  
SMALL HOMES

ESSENTIAL TIPS FOR  
FIRST-TIME HOME BUYERS

AFFORDABLE, SIMPLE,  
AND MODERN HOUSES



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## HOME OWNER TIPS

## FINANCIAL NEWS



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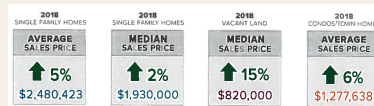
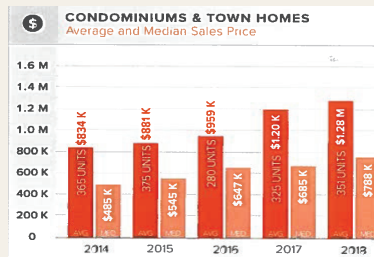
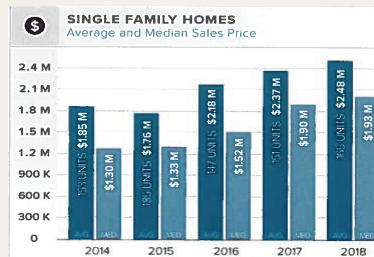
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## WHAT'S TRENDING?



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**Q: What's the best way to clean the grout between tiles?**

**A:** Use a wet cloth to dampen the grout. Sprinkle baking soda over the wet grout. Let sit for 10 minutes. Dip a toothbrush in hydrogen peroxide and scrub. Continue scrubbing until the dirt comes up. Wipe with a clean, wet cloth and let dry!

**Q: When is the best time to trim back trees and shrubs?**

**A:** Late winter is ideal for pruning most trees and shrubs, especially oaks, maples, and evergreens. Pruning during winter encourages spring growth. The exception is flowering shrubs such as lilac and forsythia; these should be pruned within two weeks of flowering.

**Q: What's the best way to clean the grout between tiles?**

**A:** Use a wet cloth to dampen the grout. Sprinkle baking soda over the wet grout. Let sit for 10 minutes. Dip a toothbrush in hydrogen peroxide and scrub. Continue scrubbing until the dirt comes up. Wipe with a clean, wet cloth and let dry!

## MARKET UPDATES



# Show your Home some Love



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Real Estate

1

**STRAIGHTEN THINGS UP.**

Spending 5 minutes a day decluttering your home can really add up.

2

**TACKLE A FEW UPDATES.**

There are tons of low-cost DIY updates that won't break the bank.

3

**SEE THINGS IN A NEW LIGHT.**

Proper lighting makes a huge difference in your home's aesthetic.

4

**DO A MINI MAKEOVER.**

Brighten up with a fresh coat of paint or swap a few pieces of furniture.



**What Moves you?**

**STILL NOT FEELING THE LOVE?**

Maybe it's time to move into a different home. Contact me today with a list of things you want in a new home. I'll help you find the perfect place AND sell your current home in a timely and professional manner.



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<b>JANUARY</b> Switch to a programmable thermostat.	<b>FEBRUARY</b> Wash only full loads of dishes and laundry.	<b>MARCH</b> Try using natural cleaning products.	<b>APRIL</b> Open the blinds to let in natural light.
<b>DECEMBER</b> Plug your holiday lights into a timer.	GO GREEN AT HOME THIS <i>Earth Day</i> 		<b>MAY</b> Plant a fruit and vegetable garden.
<b>NOVEMBER</b> Improve indoor air quality with houseplants.			<b>JUNE</b> Switch to low-flow water fixtures.
<b>OCTOBER</b> Unplug electronics when not in use.	<b>SEPTEMBER</b> Replace your furnace filter monthly.	<b>AUGUST</b> Switch to energy-efficient lighting.	<b>JULY</b> Line dry clothes when possible.



**SMALL CHANGES = BIG SAVINGS!**

Living more sustainably protects the environment and saves you money! Make the switch less overwhelming by making one small change a month.

**And remember, I am here for all of your real estate needs!**



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**Choose Northern, Central or Southern Region**

SUNDAYS	TUESDAYS	THURSDAYS	FRIDAYS	SATURDAYS
Location	Location	Location	Location	Location
Address	Address	Address	Address	Address
Times	Times	Times	Times	Times
Location	Location	Location	Location	Location
Address	Address	Address	Address	Address
Times	Times	Times	Times	Times
Location	Location	Location	Location	Location
Address	Address	Address	Address	Address
Times	Times	Times	Times	Times



**IN THE MARKET FOR A NEW HOME?**  
Whether you are looking for a farm in the country or a bungalow in the city, I can help you find a fresh deal. Buying or selling, I would be glad to help you make your real estate dreams come true.

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**YOUR HOME IS AN INVESTMENT!**  
And as your real estate agent, I am committed to helping you protect that investment. If you have more questions about home care, or if you are thinking of selling and cashing in on that investment, don't hesitate to contact me!

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# Local Market Update

## MEDIAN PRICE FOR SINGLE-FAMILY HOMES

**\$278,000** +8%

SINGLE-FAMILY HOMES SOLD	AVERAGE NUMBER OF DAYS ON THE MARKET	AVERAGE % OF ASKING PRICE HOMES SOLD FOR
<p><b>2,552</b> <span>+8%</span></p>	<p><b>54 DAYS</b> <span>+8%</span></p>	<p><b>97%</b> <span>+14%</span></p>

## SINGLE-FAMILY HOME LISTINGS ON THE MARKET

<p><b>3,633</b> <span>+12%</span></p>	<p><b>4,669</b> <span>+2%</span></p>	<p><b>2,811</b> <span>+7%</span></p>
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### WHAT DOES THIS MEAN FOR YOU?

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# 2019 FOOTBALL

CHICAGO

## PRE-SEASON

DATE	at OPPONENT	TIME
DATE	OPPONENT	TIME
DATE	at OPPONENT	TIME
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## REGULAR SEASON

DATE	at OPPONENT	TIME
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### MAKE THE RIGHT CALL!

No matter who you cheer for, choose me to be your real estate coach! I am an experienced agent who will make sure your next move is a TOUCHDOWN!

Call me today for your **FREE** home analysis.

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# Apple Orchards

## Northern Region

### Apple Barn Orchard

Wildcat Apple Cider, Rockford, IL  
Experience fresh fruit, fresh air and a fresh perspective at our new family farm. Come taste and see what they have growing and learn with a variety of fun farm-to-table recipes. Sample award-winning wines in the winery and enjoy a cozy treat in the Country Store and Bakery.

### Apple Hollar

5006 South Sycamore Ave, Sturtevant, WI  
A farm-to-table restaurant, bakery, gift shop, orchard, and family farm, offering four seasons of family fun and activities, including pick-your-own fruit, orchard and farm tours, children's programs, harvest moon feasts, winter wonderland tours and berry-picking adventures.

### Apple Hut

1708 W. Madison Road, Elgin, IL  
A family atmosphere orchard that offers 17 varieties of apple to pick, cider, fresh bakery, yummy treats, gift shop and pumpkins in season.

### Harvest Time Orchards

3876 128th St, Twin Lakes, WI  
Pick your own in season fruit. Stop by the Red Barn for homemade donuts, tasty apple cider and Wisconsin's finest Country Sider House meals and cheeses.

### Old Homestead Orchard

7814 Bayard Avenue, Franklinville, WI  
A seasonal orchard with 100+ varieties of apples, Sunflowers, Row Honey, Local Popcorn, Sweet Apple Cider Donuts, Baked Caramel Goods & more! Family Fun, Kids play area and picnic games available.

### Royal Oak Farm Orchard

15500 Madison Road, Harvard, IL  
This is a pick apple orchard offering family fun and entertainment in a beautiful 100-acre setting. We have over 10,000 apple trees including 30 varieties of apples and much more, including a gift shop, bakery, restaurant and the best apple cider donut bakery you've ever tasted! Parking, picnic, entertainment area and activities are also available.

## Central Region

### All Seasons Orchard

1011 S. State St., Woodstock, IL  
A Pick orchard with 12 varieties of apples and a variety of donuts. Corn maze, wagon rides, petting zoo, country farm market, indoor gift marketplace and 100+ fruit trees.

### Curran's Orchard

6885 Kilian Ave, Rockford, IL  
A smaller family-run orchard orchard known for award-winning cider, awesome apple donuts, phenomenal caramel apples, fun fall activities, and most of all, for the way they don't bring their apples.

### Heinz Orchard

1050 Crest Road, Green Oaks, IL  
A small, family-run orchard that specializes in Pure Apple Pie. Heinz Orchard is a beautiful surrounding. This no-frills orchard has been a favorite for nearly 70 years.

### More Than Delicious Orchard

3900 Thompson Road, Woodstock, IL  
This orchard specializes in heirloom apple varieties that date back hundreds of years. They may not be household names, but once you try them, you will start wondering why they are not. You will also find delicious jams and award-winning honey.

### Prairie Sky Orchard

684 Home Grove Road, Union, IL  
A small family farm orchard with 2000+ apple trees, 15 varieties of U-pick apples, a farm store and another home-made shop.

### Valley Orchard

811 E. State Street, Cherry Valley, IL  
A 30-acre family-owned orchard with approximately 5,000 apple trees. Enjoy 100% pure cider, sunny trails, fall decorations and other unique items for your home. You will find a variety of jams, jellies, salsas, honey, soups, pumpkins, goods and much, much more.

## Southern Region

### Apples An Oak

1011 S. State St., Woodstock, IL  
A small U-Pick orchard whose goal is to provide a great apple picking experience on the river on the market to unique apples, all of which are hand-picked with love, care and joy.

### Honey Hill Orchard

1011 S. State St., Woodstock, IL  
Fall memories are waiting for you and your family. 25 varieties of apples, 100% converted Apple Cider with cider and gift shop. Variety of baked goods. Free children play area with farm setting zoo and state-made Woodstock wagon rides.

### Jonamac Orchard

1042 Shabana Road, Maitland, IL  
Sample apple wines and hand-crafted ciders at the Cider House. Browse the Country Store Bakery for a wide variety of baked goods, jams, jellies, mustards, and apple butter, as well as fun items for kids and adults. Head to the bakery for apple donuts, apple pie, hand-made caramel apples, and other fresh-baked goods. Paid activities such as Barnyard Play Area, Corn Maze, and Cider Press also available.

### Kuipers Family Farm

1010 Watson Road, Maple Park, IL  
The Apple Orchard featuring over 20 varieties of apples to pick and pumpkins and Christmas tree farm. Loaded with activities for all ages.

### Plank Road Orchard

50 W 737 Plank Road, Seymour, IL  
Family owned orchard with 15 varieties of apples and baked goods for the weekend including Apple Cider Donuts, Pies, Turnovers, and Tasty Apples.



## PICK THE RIGHT AGENT

When it comes to picking your next home or putting your existing home on the market, you can trust me to help you through the process and keep you smiling.

Contact me if you are thinking of buying or selling a home and discover how I can make a difference.



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## THANK YOU FOR YOUR BUSINESS!

I would like to express my gratitude for your support, referrals, and business this year. I feel very fortunate to work with you and I look forward to assisting you in the coming year. Happy Thanksgiving!

One of the guiding principles here at Starck Real Estate is to be caring and charitable. We are grateful for the blessings that allow us the opportunities to give back to our communities and to those in need. Together as a company we contributed a grand total of **\$31,500 to the Sunshine Kids for 2018!**



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## Barrington

Median Home Price \$300,000  
**WHITE GEMINIS** - This spooky Cemetery has been reported to be haunted by white eerie goblins that float and hover among the tombstones.

## Naperville

Median Home Price \$300,000  
**LOOMS STREET** - The scene of one of the worst train disasters in US history is haunted by very active phenomena like cold spots, strange noises, and shadows.

## St. Charles

Median Home Price \$300,000  
**HOTEL BAKER** - A former chamber maid is rumored to haunt those who choose to stay in her old chambers.

## Crystal Lake

Median Home Price \$300,000  
**SICKING MANSION** - The upstairs bathroom was a large séance chamber, which contributed to the reputation of being considered a strange and unusual place that was connected to the spirit world.

## Rockford

Median Home Price \$300,000  
**ROCKFORD UNIVERSITY** - Several buildings are said to be home to restless spirits and out the ghost of a ghostly phenomenon, from disembodied voices, to moving objects, to phantom reflections.

## Woodstock

Median Home Price \$300,000  
**WOODSTOCK OPERA HOUSE** - The theater is said to be haunted by a light, shadowed "elves" by the theatre folk, who was once a beautiful actress who performed there.



# Haunted Towns Illinois



## LOOKING FOR A BOO-tiful NEW HOME?

Don't be SPOOKED by the real estate market, it's FANG-tastic. CARVE out some time to talk with me about all your real estate needs.



**Angie Agent**  
Real Estate Broker  
AAgent@StarckRE.com  
123-456-7890  
[www.AngieAgent.com](http://www.AngieAgent.com)



## COOK SAFELY

Be careful in the kitchen by keeping oven mitts, towels, and wooden utensils away from stoves and ranges.



## PLAY SAFELY

Make sure kids don't play with matches and lighters by keeping these materials out of reach.



## DECORATE SAFELY

Choose decorations that carry a UL or CSA label, indicating they have been tested for fire safety. The American Red Cross recommends placing Christmas trees and holiday decorations at least three feet away from heat sources.



## OBSERVE SAFELY

Never leave burning candles unattended and keep your Christmas tree hydrated.



## ENTERTAIN SAFELY

Let guests know about fire exits and ensure smoke detectors are spaced throughout your home and functioning properly.

Sources: American Red Cross and National Fire Protection Association



## PLAY IT SAFE AND WORK WITH A PRO

If you are looking to buy or sell a home this holiday season! You can rely on my experience and expertise to keep you feeling jolly.

Contact me and find out how I can make a difference in your next real estate transaction.



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## Did You Know?

- AutoFlow is an investment, not an expense—each dollar invested on average yields over \$400 in earnings.
- Each household in your database is worth \$1,000 per year only if you stay top of mind.
- For \$2 per household per month, you can stay “Top of Mind” with your past buyers and sellers and everyone in your sphere.
- When someone makes the decision to buy or sell a home, you’ll want to be the trusted real estate professional that comes to mind!
- With AutoFlow, your database will receive three touches per month or 36 touches per contact per year—enabling you to be that person.
- Set it, and forget it! Your AutoFlow touches are automatically sent each month.
- Sign up for AutoFlow and send us your list of at least 50 contacts, we do the rest.
- Don’t have a list of contacts? Don’t worry! With your permission, we will work with you to create it from previous 6 years of transactions and/or your Google Contacts.



## FAQ

### **How much does AutoFlow cost?**

AutoFlow requires an investment of \$2 per contact, per month. Your total monthly investment with the minimum 50 contacts is \$100.

### **What if I don't have a database of my contacts?**

Just check the box on the sign up form telling us you need assistance with your database and we will contact you. With your permission, we can access your previous clients using our accounting database and we can help you export your contacts from Google.

### **Can I update my database after the program has begun?**

Yes, you can add and remove contacts from your database once each quarter. Just send your updated list to [Marketing@StarckRE.com](mailto:Marketing@StarckRE.com).



## FAQ

### **Is there a minimum commitment?**

No, there is no minimum time commitment and you may leave the AutoFlow program at any time. However, we recommend that you commit to the program for at least twelve months to ensure that you don't "quit before the magic happens."

### **Do I need to order each month?**

No. Once you sign up and submit your database of contacts, we will take it from there.

### **How do I know that the mailings occurred?**

Your name and address will be added to your database so each month you will receive the mailings and email.

### **When do the mailings occur each month?**

- The Value Added postcard is mailed around the 5th of each month
- The Starck Report is mailed around the 15th of each month
- The Seasonal eCard is emailed around the 20th of each month

THE CREATIVE STUDIO IS

# Here to help!

If you have any questions,  
please contact us at  
**Marketing@StarckRE.com.**



**BERKSHIRE  
HATHAWAY**  
HomeServices

Starck  
Real Estate

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