

# Why I Work By Referral

When it comes to finding a great service provider, there is nothing like getting a referral from someone you know and trust who has used that provider and received great service. That's why I choose to work by referral. Trust is a big deal, especially when it comes to the professional you choose to handle the largest purchase you'll ever make — the purchase (or sale) of a home. Here are the benefits to you:



## More Time to Serve You.

Unlike many real estate agents, my primary source of new business is referrals from people who know and trust me. That means I don't have to spend time prospecting for new business and promoting myself. This allows me to dedicate myself fully to the activities that benefit you most and deliver truly exceptional service.



## Service That Continues After the Sale.

I devote myself to serving the needs of my clients before, during and after each sale. Instead of disappearing after the closing, you can expect me to keep in touch. I will send you valuable information each month, and will also call from time to time just to check in and see if you need anything.



## Service That Will Exceed Your Expectations.

I know that I must earn your future referrals, so I aim to exceed your expectations. I have a vested interest in making sure that you are completely satisfied at the end of our transaction together. I want you to be so "fired-up" that you can't wait to tell your friends and family about me and the fantastic service you received! When you come across an opportunity, I'd appreciate you referring me to great people like yourself, who would benefit from the excellent service and personal attention I provide.



*Working by referral is all about trust. And let's face it, when we're seeking a service, we look for someone we can trust.*

# What Can I Do for You? Before, During and After the Sale

There are many ways I can be of service to you outside of an active real estate transaction, so please don't hesitate to call.

## Rely on My List of Pros

Consider me your source of referrals for all types of businesses, whether related to real estate or not. I have partnered with competent professionals who would be happy to serve you:



### Transaction Related

Lenders, legal professionals, closing agents, home inspectors, pest control services, insurance agents (home, auto, health), movers



### Home Repairs and Improvements

Handymen, general contractors, interior designers, roofers, painters, flooring installers, plumbing/electrical/HVAC specialists



### Other Business Professionals

Financial planners, tax advisors, doctors, dentists



### Landscape/Maintenance

Yard and pool services, house cleaners, window washers

**If you need a referral to a provider that is not mentioned here, feel free to ask; I may know just the person you're looking for!**

*Oh, by the way®...  
I'm never too busy  
for your referrals.*



### Real Estate News You Can Use

I can provide you with up-to-date information and statistics on local market conditions, which can differ substantially from national market conditions and what you hear in the media.



### Maximize Resale Potential

Feel free to ask for specific advice on home maintenance, or suggestions for upgrades that will enhance your property's resale value.



### Community Insight

I'm always happy to provide information on community amenities such as parks, schools and trails, or even local special events.



### Let's Talk Market Value

Request a market analysis to estimate your home's current value for the purpose of an actual or potential real estate transaction. I'm also available to discuss issues or new developments in the community that could affect property values.



### Help Whenever You Need It

I can help you or a family member secure the services of a like-minded real estate professional in another part of the country.