



Serving people on the move

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How I Run my Business...Referrals from You!

The vast majority of my business is **Referral Business**. This is because I spend my time on my clients and their real estate needs, rather than trying to convince strangers to work with me. As long as you and my other clients keep referring me, I don't have to "cold call" and knock on doors like everyone else, and I can do a much better job of working for you. I devote myself to serving the needs of my clients before, during and after each transaction.

Early in my real estate career I knew that I wanted to regularly remind my clients how important they are to me. I began a **Client Appreciation Program**, which consists of a monthly "value item." Some months I mail it; other times I deliver it in person. I also have an extensive database of service providers, who I feel comfortable recommending to clients in need of particular products or services. Questions are welcome anytime.

I am my clients' **Trusted Advisor**; they trust that I have their best interests at heart. My clients are clients for life and they bring me their moms, dads, sister, brothers, college friends, co-workers and neighbors because they know they will be well cared for. I hope, by the time we complete our transaction together, you will be eager to ensure that all the people you care about have the opportunity to work with a professional and caring **Trusted Advisor**. Just give me a call when you come across people who would appreciate this same kind of service. I will be happy to follow up and take great care of them. The buying and selling process can pose many questions and I am very willing to meet with your referrals to answer all their questions and formulate a plan for them to move forward.

Thank you for your referrals!