



Thank You FOR YOUR REFERRALS

We want you to know how much we appreciate you. We strive to build positive business relationships by working exclusively with people we admire and respect, and who value the services we provide..

RELATIONSHIPS ARE MORE IMPORTANT THAN *Transactions.*

You may have noticed that many real estate agents take a transactional approach to sales— identifying clients, closing the deal, and then moving on to the next one. We choose not to work that way because we believe you deserve more from the professional you decide to work with. That's why we work by referral.

Since our primary source of new business is referrals from people who know and trust us, we don't have to spend time prospecting and promoting ourselves. We can dedicate ourselves fully to the activities that benefit you most and always deliver truly exceptional service.

WORKING BY REFERRAL IS ALL ABOUT *Trust.*

And let's face it, when we're seeking service, we look for someone we can trust — someone proven, who comes highly recommended and is already on our side.

YOU *Control* OUR BUSINESS

We know we must earn your future referrals, so our aim is to exceed your expectations. We have a vested interest in making sure that you are completely satisfied at the end of our transaction together. We want you to be so "fired-up" that you can't wait to tell your friends and family about us and the fantastic service you received!

When you come across an opportunity, we would appreciate you referring us to great people like yourself, who would benefit from the excellent service and professional attention we provide.

Service THAT CONTINUES AFTER THE SALE.

We devote ourselves to serving the needs of our clients before, during and after each sale. Instead of disappearing after the closing, you can expect us to keep in touch. We 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.

