

My Three Roles

I am your consultant

As your consultant, you may notice that I will ask you profound, insightful questions. These are the types of questions that a typical agent may not ask.

Experience shows that a skilled consultant, like me, will ask you intelligent, probing questions because I want to discover what is really important to you.

You may also notice that as your consultant it is important that I lead you through the process of clarifying your values. I do that by listening closely to your answers.

Your choices are easy when your values are clear. Only when we have confirmed what is important to you, together we will craft a strategic plan to make sure that you get what you want out of this process.

Experience shows me how to anticipate likely obstacles to achieving your objectives and then identify sensible ways to avoid them.

I am your negotiator

Because I treat your money like it is mine, when its time to save or make you money, as a consultant, my number one priority is to serve your best interest, not mine.

You, like me, realize that money is an emotional issue and its best to have a skilled, experienced and focused negotiator on your side.

As I am negotiating for you, I will clearly articulate the strengths and weaknesses of the suggestions proposed by the other parties, helping you to see the situation from all perspectives.

Its my responsibility to recognize the likely underlying agendas and motivations of individuals that are involved in your transaction.

As a result, you will soon become aware that my negotiating skills alone are worth every penny that I earn.



I am your transaction coordinator

In the days and weeks ahead you will come to appreciate my role as the person who oversees all of the transactional details. Every transaction has 100 to 150 phone calls and emails - each one of them loaded with critical details.

As you can imagine, every "i" must be dotted and every "t" crossed because there are more than 100 pieces of paper requiring up to 43 signatures and initials and making a mistake can be very costly to you.

I want you to imagine that selling your house is like flying an airplane across the country. We may or may not run into turbulence . . . when we do, I will be your pilot, using my skills to safely handle the situation for you.

Now you know, if you choose to work with me and I with you, my three important roles in representing you: I am your consultant, your negotiator, and your transaction coordinator.

What I Believe

Why I do what I do is based solely on what I believe.

I believe that when it is time for you to buy or sell a home, it is essential that you work with a consultant who will place your interests first.

I believe that successful people are busier than ever before and therefore require that the home selling process be made as easy as humanly possible.

I believe you deserve to have the most skillful consultant, negotiator and transaction coordinator representing you at all times.

You want to work with a consultant who works By Referral Only because it means the consultant must demonstrate high integrity. I constantly seek ways and means to educate and improve myself so that I can improve how I help you.

My Purpose

My purpose is for you to be so outrageously happy with the help and service that I provide you that you will gladly introduce two people that you really care about to me before your transaction is over. Not because you feel obligated, but because you want them to experience the same levels of customer service that you've experienced.