



# Why I Work By Referral

When we enlist the services of any professional, aren't we really looking for someone we can trust—someone proven who comes highly recommended and is willing to go the extra mile to help us achieve our goals?



## Relationships Are More Important Than Transactions

Working by referral is the commitment I have made to provide my clients with unsurpassed service whenever they need me, and to maintain long-term relationships that will offer added benefits for years to come.

My primary source of new business is referrals from people who already know and respect me. Since I don't have to spend excessive amounts of time prospecting and promoting myself, I can focus my time and resources on the tasks that benefit you most, and always deliver truly exceptional service.

## You Control My Business

I want to earn your confidence and your referrals; therefore I have a vested interest in making sure that you are completely satisfied at the end of our transactions together. My goal is that you will be so impressed that you can't wait to tell your friends and family about me and the fantastic service you received.

## Service Above and Beyond

I devote myself to serving the needs of my best clients like you before, during and after the sale. I will stay in touch and send you valuable information every month, and I'll also call from time to time just to see if you need anything.

There are a number of ways I can help, such as researching your home's current value, or suggesting improvements that will enhance its resale potential. And when you have a need for a particular trade or service, I know many reliable professionals that I am happy to recommend. If there is ever something that I can do for you, please feel free to ask.



Oh, by the way... if you know of someone who would appreciate the level of service I provide, please call me with their name and business number. I will gladly follow up and take great care of them.