

Loyalty Pays Off...

Some buyers like to leave their name with three or four different Realtors. Although it may seem to be to your advantage to have a number of Agents to work with, this is sadly proven to be a very ineffective approach. Many buyers assume that several Agents can produce more results than working exclusively with one committed Agent. We all know that committee results are often discouraging! Working with more than one Agent is not to your advantage. None of these Agents would know if it will be financially worthwhile to spend much of their time working for you because they know that you may buy through yet another Agent. Also for this reason you may be pressured to buy before you have found the perfect home, **as the casual Agent knows that he/she must sell you something before someone else does.** You just don't get the total care and dedication you need by "playing the field".

You see, Realtors are paid on a commission basis which is generally paid by the Seller of the property. We don't receive a salary. We are not on expense accounts. We are paid only after we have been successful in finding the perfect home for you and the sale is completed.

You need the total commitment and focus of one person and his team, who know and understand your particular situation. In turn, we need your commitment that you will work with us exclusively as long as you see the effort being put forth to get the job done. We will take on the personal responsibility of managing all the details of your home search and purchase. If a competent caring Realtor knows that you will be loyal to him/her, this allows the Agent you have chosen to be a more effective negotiator and will provide all the motivation that is necessary to get you superior results.

I am a consummate negotiator and as *your* Buyer's Agent, I will enthusiastically go to work for you, knowing that my efforts will be rewarded, not just financially but in the personal satisfaction of finding you the perfect home.