

Discovering What's Important to You



What Is a “Real Estate Consultant”? What Makes Us Different?

A *real estate consultant* invests the time at the beginning of your relationship, determining where you are on the continuum shown below. As your “trusted advisor,” they’ll meet you at your level and offer the guidance and education that you need to take you to the next level (and the next level, and the next, etc.) until you are comfortable with being committed to your real estate decisions.

As your personal real estate consultants, we optimize your experience with the real estate process by adhering to the following seven principles:

The Consultant Continuum

Committed
Decisive
Aware
Resigned
Defiant
Frustrated
Idealistic

1. We believe that every man, woman, and child has dignity; therefore, we consistently demonstrate a deep sense of empathy.
2. We believe that most people feel out of control during the transaction; therefore, we constantly remind ourselves that people are silently asking to be led.
3. We believe communicating with compassion is the greatest way to make an impact; therefore, we communicate with compassion or we don’t communicate at all.
4. We believe the word “service” means to put others ahead of ourselves; therefore, we always keep others at the center of our attention.
5. We believe that success comes to those who have well-defined goals and plans to attain them; therefore, we concentrate on helping people gain focus so that they can take trusted action.

6. We believe every person has a hierarchy of trust within every relationship; therefore, we grow to understand what the highest level of trust is within a deep spiritual base.

7. We believe that the development of positive people skills and a hopeful attitude is necessary to truly serve others; therefore, we have an ongoing program of personal and professional development.

Our commitment to you is to Do Whatever It Takes to make every facet of your transaction as smooth and comfortable as humanly possible.