

WOULDN'T YOU AGREE THAT KNOWLEDGE IS POWER?

In order to help you avoid costly mistakes that can add up to thousands of dollars lost because of misinformation or non-information; this special package was developed to spell out, in detail, the home-buying process.

Many homebuyers today buy a home without considering the ramifications of their decisions. In other words, there are many buyers who rush into purchasing a home...more on a whim or an emotional "high," rather than making home ownership a planned, orderly and informed decision.

In order to protect you, my client, and to help you avoid *home buying pitfalls*, I have created this special report. I expect it will grow in time as I find other materials and ideas that buyers should consider before purchasing ... or have available once they have purchased. Your input, therefore, would be invaluable to me.

I hope, that as a future homeowner, this package will serve as a tool to help you become more informed, better educated as a home purchaser and that, after your purchase (or each purchase), you will become a satisfied homeowner here and be willing to recommend my services.

THERE IS MORE TO PURCHASING A HOME THAN FINDING A PIECE OF REAL ESTATE TO MAKE AN OFFER ON

There is a need among today's home buyers and owners for straight talk and sound advice on buying and selling. Home ownership is a huge decision in most people's lives. It's not just a shelter or even another investment. It's the place we bring our dreams to life in flower gardens and family rooms, backyard barbecues and home-cooked Sunday dinners. It's the place we raise our children, the nest we nudge them out of and welcome them back to again and again. For many of us, it's become our place of business, thanks to computers and fax machines that have made the home office a reality.

So it's easy to see why buying or selling a home is often an emotionally charged, potentially overwhelming process. And helping people through that process remains the single goal of all the services we provide. That's why considerable time and effort have been devoted to staying in touch with the needs and concerns of all clients and potential customers.

Naturally, a great deal has been learned from the hundreds of families who have been helped to move over the years. They have told us about their dreams and fears, their joys and frustrations, their impressions of the positives and negatives of our business.

This package is the result of extensive research to find out what today's homebuyers expect from a realtor, and what kind of help they really want and need. It's based upon the questions we hear most frequently - questions that come from people just like you, with concerns and desires much like yours.

It offers you straight answers, with some inside tips and "plain English" explanations to help you feel more comfortable and confident about your home buying and selling decisions.