

How I Do Business



*The best agents do not prospect for new business.
They do not have to.*

*They just help the friends of their satisfied clients
and raving fans.*

Here's how it works:

I don't work like other agents. They spend the majority of their time and resources prospecting for new business—things like cold calling door knocking, advertising, etc.

I don't do any of that!

I devote myself to serving the needs of my clients before, during and after each transaction. All I ask is that while I'm working for you, I would like you to refer me to people of comparable quality to yourself who would appreciate the same level of attention.

You see, as long as you and my other clients keep referring me, I don't have to go out prospecting like everyone else, and I can do an even better job working for you.

The Referral Process