

Phase III

I have participated in an exclusive William Raveis Real Estate designed program titled, "The Plan and The Elimination Process". The program provided me with the skills necessary to teach my clients how to buy their home in an organized, efficient and timely manner. Our company recognizes and understands the needs of our 21st. century consumer. We know what you expect from us and we are quite able to deliver it.

During this phase I will document what you like about each property viewed and any changes that you might consider. Ultimately, I will be tracking any changes you are making to your original Buyer's Needs Assessment, so that as you change your assessment I will note those changes and identify additional homes to be viewed based on those changes.

Phase IV

The most critical time for the purchase of your home is through the negotiating process then through to the closing. Again, I have been skill trained as a negotiating facilitator specific to real estate contract negotiating. I will provide you with options available to you as you construct your offer, along with the consequences of some of the options.

If the seller should counter your offer I will assist you in assessing the seller's counteroffer and will advise you of the variety of creative options available to you and the consequences of some of the options. It is vital for you to know that will always provide you with options that will help you in protecting your deposit.

Phase V

The signing of the Purchase and Sales Agreement between you and the seller initiates the time period that is most vulnerable in the process of buying your home. At this point, I will input into my computer tracking program, all critical path dates that represent the various contingencies that both you and the seller have agreed upon. I will monitor these dates in an effort to provide you with a seamless and stress-free transaction. However; don't be mistaken; it is ultimately the parties of the contract who are completely responsible for providing the terms and conditions of the Purchase and Sales Agreement to each other.

...and finally, I will be with you during the closing session.

My goal is to provide you with the ultimate in customer service that will create a long-term relationship with you as your Real Estate Consultant for all of your future real estate needs.