

WELCOME ABOARD!

It's important to me that you know the truth about the process of buying a home. The reason I am going to be brutally honest with you is that I want to earn your trust so you find it easy to refer me to people you care about. Buying your home is much like taking an airline flight across country. When you start on your trip you have no idea how the trip will go. Neither does the pilot! You could run into 88 different types of turbulence, or you could have a smooth flight and land on time.

Certainly the pilots will try to use their experience to navigate around the storms and go for the smoothest flight plan, but if they're honest, they can't promise a turbulent-free trip. Their job is simply to get you to your destination in the least time and with the least aggravation, while keeping you informed throughout the trip.

As your Real Estate Consultant, I see myself as the pilot of your plane. My job is to assist you in buying your home in the least amount of time, with the fewest aggravations. I can't promise you no turbulence, but I can promise you that I'll utilize my experience and expertise to take you on the smoothest flight that I can. Most importantly, if we do hit turbulence, I won't bail out on you! I'll be your teammate throughout the flight until we get you safely to your destination.

Attached is a list of 88 different things that could cause turbulence in your transaction. This list is not intended to scare you, but just to make you aware that there are some things that even a great pilot can't control. I will do my best, however, to avoid them. I look forward to a safe and timely landing! If you have friends and family who would like to travel the "RE/MAX Results Airline" please give us a call. It helps us keep our "fares" low and gives you "First Class Service!"

Warm Regards,

Scott Sandgren
Your Pilot
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"Your Realtor For Life!"

P.S. Sit back, relax and use the other contents of this envelope to enjoy an in-flight movie on us.

