

January 12, 2007

“Dear Lynn and John,

We must say, that from the very beginning, we heard nothing but good things about you two. Whether from other real estate agents, from people in the communities you serve, or from satisfied clients it was all good. Now that we’ve had the joy of working with you to sell our home, we know, first hand, why the comments were so glowing.

As we reflect on the experience, several things stand out....

Your professionalism. Clearly, there isn’t much you two don’t know about the real estate profession, the market, and the way a client should be treated and respected.

Our initial meeting. We were impressed by your professionalism and by the personalized “find-the-buyer” strategy you outlined and made available to us. It was comforting to see that we were getting far more than a sign on our lawn!

Your advice. A particularly-significant benefit to us was having access to your advice. A case in point is our having you point out to us what needed to be done to make our house more attractive to prospective buyers. This process enabled us to save the money we were planning to spend on certain spruce-ups that would not have generated value for the money spent.

Your success. The large number of houses you had already sold at that point in the year, and cumulatively, just confirmed your professionalism and made it abundantly clear that we were in good hands.

Your sale-enhancing support tools. From lawn signs to Web sites, to virtual tours, to newspaper ads, to bus-stop advertising, to real estate agent briefings, to open houses, you leave no stone unturned when you represent a client.

Your tag-team approach. On several occasions we saw the benefit of having two people working for us, not to mention the way you feed off each other to ensure we, the client, received maximum value.

Your flexibility and quick-response strategies. We were very impressed with the manner in which you recommended that we do something and, if that didn’t work quickly, that we try a different tactic to reach prospective buyers. Ultimately, it was this multi-pronged approach which resulted in our house selling in just over a month, despite it being the worst time of the year to be selling.

Your emphasis on communications. We appreciated being informed every step of the way. It was nice to “be in the picture” throughout the process. The update conversations, the words of encouragement, and the humour contributed to a very pleasant experience.

Your Christian values. When we realized that you are Christians whose values are reflected in the way you live your lives, it was added comfort for us.

In short, there are many, many elements that go into selling a house and selling it fast. For most of us, it is an unbelievably-complicated process we wouldn’t even dream of attempting on our own because, let’s face it, we can’t see the forest for the trees. Thanks to you, the whole process was not only successful but a pleasant experience because WE could see the trees for the Forrest’s.

Consequently, and in very short order, we went from **WIN-WIN with John and Lynn!** To **“WON-WON” with Lynn and John!**

Lynn, John, we entrusted a major part of our future to you. Know that you played a pivotal role in helping us make a dream come true. We thank you from the bottom of our hearts for putting us first and for the friendship we shared during the process. You are special!

God bless!”

Bill and Colleen Corcoran