

“We trust Lynn and John Forrest and would highly recommend them to those looking for best-in-class real estate professionals”

“The 4C's of Trust are **Competence, Communication, Commitment, and Caring...**

Competence - Lynn and John are excellent at what they do and it showed in their heavy investment in marketing materials, prominent advertising in the local media, interactive web site and state-of-the-art virtual tour, and innovative selling strategies to showcase our home in the most positive light. **They strive for excellence in all that they do.**

Communication - Lynn and John really **took the time to listen to our wants and needs**, are masters of negotiations, have highly developed interpersonal skills, and regularly communicated with us through e-mail, phone, and face-to-face meetings in a most courteous, patient, and respectful manner, which was appreciated.

Commitment - Lynn and John gave us the sense that they were as motivated as we were to get the best selling price (**we got 98% of asking in the least amount of time of time (11 days)**). This was especially a mission-critical element for us as we were expecting our first child. As it turns out, we were able to sell the house with plenty of time to enjoy the birth of our son. Truly, it was a great feeling to know that Lynn and John were on our team with our best interests in mind.

For those considering selling their own home to save a few bucks, please re-consider and have real estate professionals like Lynn and John Forrest do the work for you. It is a most worthwhile investment that saved us so much time and grief (**there's a For-Sale-By-Owner just down the street from us and they're still trying to sell their house**), and it was the best decision we could have made in preparing for our next home in a hassle-free, enjoyable manner.

Caring - Lynn and John opened our eyes as to how challenging real estate can really be and all the hard work that goes into buying and selling your home. Yet not only did they fulfill our expectations, they surpassed them by going above and beyond the call of duty and to see them work so hard for us was truly a humbling experience. We firmly believe that "people don't care how much you know until they know how much you care". Lynn and John really cared for us and were successful in helping us achieve our goal while making it a pleasurable experience. **“Thank you Lynn and John”**.

This is why we trust Lynn and John Forrest and why we highly recommend them to those looking to sell their home”.



Phil, Amelia and baby Justice Nguyen
www.blackbeltexcellence.com

