

# Why choose me?

**This really is the basic hidden question in your Realtor interview selection. I challenge you to ask all those in contention for your business this very question.**

**“Why Should I Choose You?”**

It’s normally not an interview question. But, even if most can’t articulate the question, they are thinking it: “Why should we choose you over everyone else?” If your agent can’t answer that in a powerful and straightforward way (while avoiding the typical bromides of “I work hard!”, “I already have buyers interested in your home!”, “I have tremendous experience?”, etc.) , then you shouldn’t have to go much further, you have your answer. It should be a short interview.



## **Now, Why should you choose me.**

**Because, you want to employ the best professional for the best home buying experience and I qualify for the following reasons:**

Buying a home is a unique experience for every person. And, in the same way that no two homeowners are alike, no two realtors are the same either. When searching for a realtor in the Bergen County area, you may become overwhelmed by your choices. Thankfully, there are a few things you can look for that will help you choose between a great realtor, an OK one and a not-so-great one.



- **Communication:** Buying a home is a big step, and it’s easy to get overwhelmed along the way. A good realtor will be constantly communicating with you, helping to explain the whole process and answering your questions in a way that you understand. Find a realtor with a similar communication style as yours, so you can always get your point across, and feel comfortable with the home-buying process. If you are comfortable online then make it clear, but if you prefer the phone then it is easy. It’s also good to find out their modes of communication – if they don’t have a smartphone, you might be stuck waiting to hear from them for a long time.

- **Accessibility:** When you come across that photo of your dream home, you understandably want to jump on the opportunity to check it out and possibly put in an offer. Having a realtor that’s easy to get a hold of is crucial. Find out if they’re a full-time realtor, or if they have another job along with this – that could make a difference in their accessibility. Some offices only have “part-timers” on staff. Simply ask what percentage of people are devoted to full time real estate. It makes a difference in your ultimate experience and satisfaction. And don’t be taken in by a relative who is licensed in some remote office and never practices in the profession.

- **Experience:** The longer your realtor has been in the housing market or homebuilding, the more scenarios he or she has run into, making it easier to help you through any type of situation. An

experienced realtor can give you insight into possible issues that may arise, you can be better prepared, making the whole process much smoother.

- **Trustworthiness:** Your realtor should have one priority: getting you the best deal on the home of your dreams. If you don't feel like your realtor is fighting hard for you, it may be time to switch to another one. Having a great realtor in your corner can make an incredible difference in your home-buying experience.

A good realtor's job is to make sure you get the best house at the best price. By looking for these characteristics, you'll be able to find a great realtor in any area that will help make the home-buying experience enjoyable and beneficial.

## **Your Life Has a Sense of Purpose. Shouldn't your Realtor?**

The real reason "Why Choose Me?" is why I am a Realtor. I suppose some would say it is in my DNA, my family was in homebuilding, Aunts, Uncles, Grandparents, cousins, Mom and my Dad. Selling homes and being a Real Estate Professional comes natural to me because I grew up in a family who made their careers in the industry. We started homebuilding companies, Real Estate offices and worked in the homebuilding trades.

But, the real reason, is I found "my spot in the sun" is I enjoy solving problems with people. I enjoy the team work of getting down to the issues and putting together a strategy to help people solve issues revolving around one of the largest financial investments they will face. Honestly there is nothing more satisfying than seeing my clients move into their new home or close on their existing home in order to achieve their financial goals and obtain the sense of freedom that comes from making the right decision. I get to be a part of that, every day and every decision and every client is unique and demands a different strategy to achieve our common goal!

The reason you should want to employ me to help you reach your real estate goals is that I am passionate about what I do! I love what I do! And I face my challenges to work in your best interests as opportunities, everyday, I get fresh opportunities!

### **My Commitment to You, My Client**

I measure my success through the satisfaction of my clients. I understand that your success is my success. My promise to my clients is to be the most knowledgeable of or find the best answers for any property, neighborhood and location of interest. And combine that with my personal concern for my clients best interests to make me their outstanding resource for any real estate transaction. I will provide you with sound and trustworthy advice to help you achieve your real estate goals. I am dedicated to helping you meet your real estate goals, whatever they may be.

Visit me at:

[www.HomesforSale.inWyckoffNJ.com](http://www.HomesforSale.inWyckoffNJ.com)

Or Call Now:

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"It's Your Move!"