

## Buyer Consultation



Compliments of:



**Don  
Poterek**

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KELLERWILLIAMS. REALTY  
45609 Village Blvd | Shelby, MI 48315

# ROOTED IN **COMMUNITY**



## **Don Poterek**

Realtor, ABR, RENE

B.S. in Computer Science  
**Wayne State University**

Member  
**Greater Metropolitan Association of Realtors**

Certifications  
**Accredited Buyers Representative (ABR)**  
**Real Estate Negotiation Expert (RENE)**

Having lived and worked in Metro Detroit for more than 30 years, I understand what makes our community and the people who call it home so special. From the summer festivals, boating on the Great Lakes, biking the rail trails and seeing the rebirth of downtown Detroit – Metro Detroit is a special place that I am proud to call home.

That's what it takes to truly be a local real estate expert. Not just expertise in negotiation and marketing, but a love and understanding of our community and the people who live here. That's just one reason to choose me to stand by your side – and it's the foundation of everything I do.

## **A Simple Value Proposition**

### **MORE MONEY IN YOUR POCKET**

I structure offers to buy property that will maximize the benefit to you the Buyer – while making the deal attractive to the seller.

### **LESS TIME**

My MLS searches are created as specific as possible based on your criteria and budget. Listings will arrive in your inbox daily that are 90%+ matches to the criteria you and I discuss.

### **LEAST AMOUNT OF HASSLE**

I'll put my experience to work while navigating the complexities of the real estate transaction, making it a seamless experience for you.

# YOUR NEEDS COME FIRST

Visualize your dream scenario for buying your home.

What's the one thing that has to happen to make that dream scenario a reality?

How can I make that happen for you?

Why is that important to you?

If we could add just one more thing to make this process even better, what would it be?

Why is that important to you?

And then, if we could add just one more thing to make this process even better than that, what would it be?

Why is that important to you?



# CLEAR COMMUNICATION

My real estate business is built on the concept of putting your needs first. And, an important part of that means that when you have a question or need support, I'm there.

When you choose to work with me, you can count on open and honest communication – in the frequency and medium (text, email, phone, etc.) you prefer.

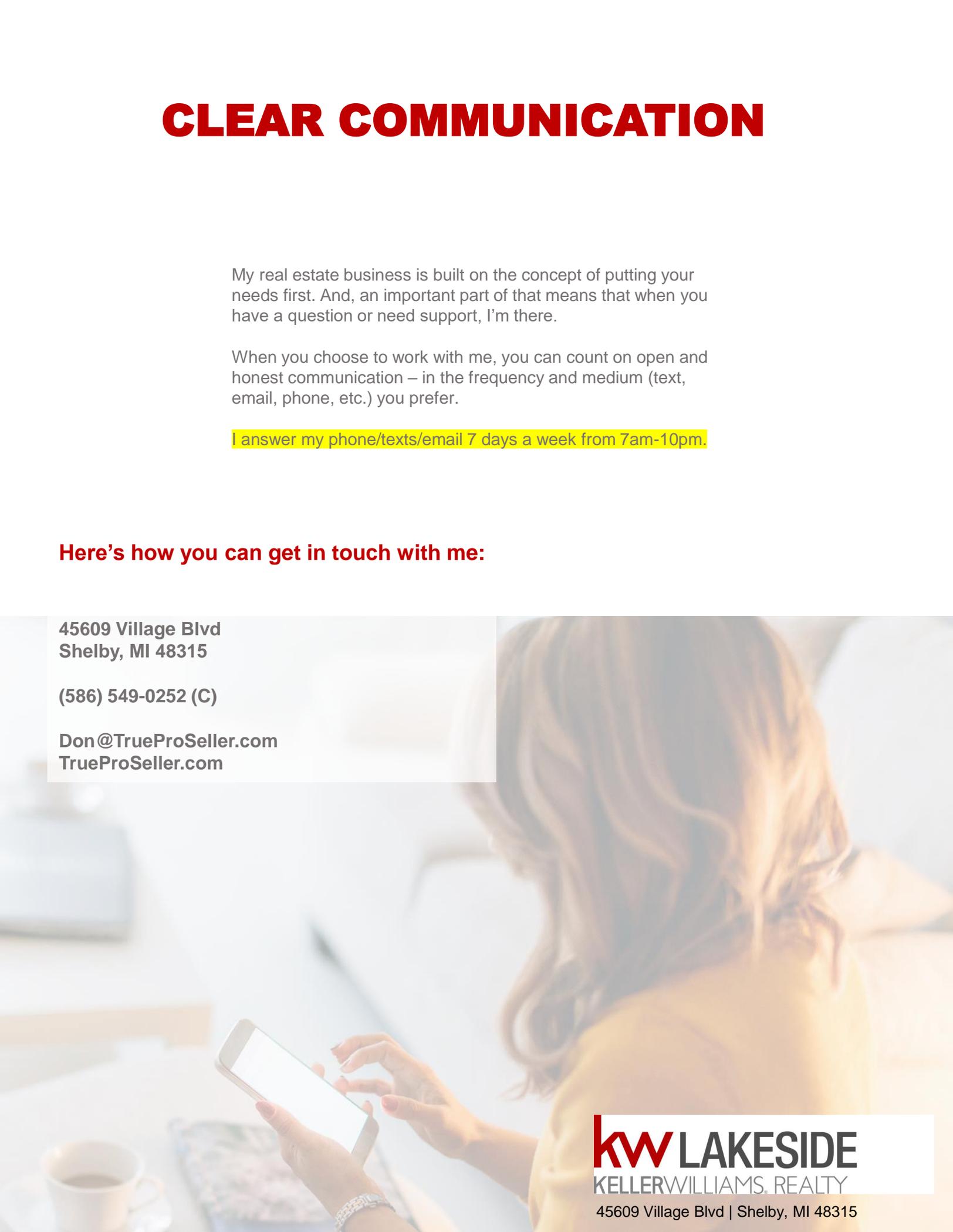
I answer my phone/texts/email 7 days a week from 7am-10pm.

## Here's how you can get in touch with me:

45609 Village Blvd  
Shelby, MI 48315

(586) 549-0252 (C)

Don@TrueProSeller.com  
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# YOUR LOCAL EXPERT



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When buying a home, it is critical to partner with a real estate professional that has a proven track record and holds themselves accountable to a very high standard.

These numbers depict not only the trajectory of my business, but the expertise, dedication and commitment that you will receive.

Your purchase will be targeted to meet all of your needs, with the least amount of hassle and for the least amount of money. And, the proof is in my numbers.

## THE PROOF IS IN MY NUMBERS

Last 12 Months

# 99%

The **number of contracts** I've written and closed is **99%**. Industry average is 96%.

# 87%

The **number of contracts** I've written and closed under list price is **87%**. Detroit Market average is 91%.

# 96%

The number of clients that used my lender, inspector and title company is **96%**. Market average is 75%.

# 35%

The amount of repeat and referral clients is **35%**. Market average is 25%.

# AN INDUSTRY LEADER

When you work with me, you work with a trained agent that has the backing of the world's largest real estate company, consisting of 180,000+ associates around the globe. That puts your property search within the largest real estate network with the furthest reach.

Keller Williams was built on a simple yet revolutionary principle: **people** are what matter most. To help cement this understanding, we've formalized a belief system that guides how we treat each other and how we do business.



**Win-Win** or no deal

**Integrity** do the right thing

**Customers** always come first

**Commitment** in all things

**Communication** seek first to understand

**Creativity** ideas before results

**Teamwork** together everyone achieves more

**Trust** starts with honesty

**Success** results through people

Keller Williams was once again named the #1 TOP TRAINING ORGANIZATION in the world across all industries by *Training* magazine. KW was inducted into the Training Hall of Fame. When you work with me, you directly benefit from this world-class training.

# THE PROCESS

The real estate transaction is complex – and navigating you through every step of the sale is my expertise.



# **YOUR CUSTOM SEARCH CRITERIA**

- Location? City/School District/Neighborhood
- House Style? Ranch/Colonial/Split Level/Bi-Level/Tri-Level/Quad
- Number of Bedrooms?
- Number of Bathrooms? Full/Half
- Basement? Finished/Unfinished
- Garage? None/1/2/3/4+
- Lot Size? Standard/Corner/Over-sized
- Max Budget?
- Special Features?

To serve the community as a leader in the real estate industry and as a friend and neighbor

To always do the right thing, even if it isn't what is easiest

To take care of your needs at the highest level through unparalleled professionalism and attention to detail. No request is too small

To serve as a trusted local expert and adviser by your side

To consistently and clearly communicate with you in the manner and frequency that you prefer

To treat you and your family with straightforwardness, integrity, and respect at all times

To answer your questions, ease your concerns, reduce your stress, and expertly handle the entire real estate transaction from listing to closing and beyond

To hold myself accountable to finding you the perfect home at the best price – after all, that is what my business is built on

A photograph of a man in profile, smiling and holding a baby. The man is wearing a light-colored shirt. The baby is wrapped in a white blanket. The background is softly blurred, suggesting an indoor setting. The text 'A PROMISE' is overlaid in red on the right side of the image.

**A PROMISE**

# THE BOTTOM LINE

Real estate is complicated.

That's where I come in.

At the closing table, my goal is for you to feel that the experience of buying your home exceeded all your expectations, so throughout all of our interactions – from first showing to closing – I will work hard to achieve that goal.

When you choose me as your partner, you are not just getting a trusted, respected agent – you are getting a local expert who is passionate about serving our community and those who call it home.

Let's get started.

