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It is a pleasure to know you and we want to remind you that we are available for all your real estate needs. All of our partners at The Korn Team realize you have a choice to work with whomever you want. We have over 12 years experience to ensure you and your referrals have a smooth transaction. We continue to ask you, our clients, how we can serve you better. Our business continues to improve and grow, but we are never too busy to help you or your freinds, family member and co-workers. The Korn Team is definitely the best group of agents to insure fair representation, and look out for your best interest.

We have enclosed a resume of The Korn Team. This will help you understand how or team works. Hopefully you will see the benefit of having several people on your side, rather than one person trying to do everything. Our past clients will be happy to tell you how our team was a benefit in their last move. You can read some feedback we received from our past clients and www.kornteam.com. If you have any questions about how our team can benefit you, don't hesitate to call us. We appreciate the opportunity you have given us.

Also, If you know of *anyone* thinking of buying or selling, please be sure to tell them about the Korn Team. Our Instant Notification Program continues to provide daily updates of new listings for sale. Our aggressive marketing plan continues to get maximum exposure to our listings. We look forward to your continued support. Thank you!

Sincerely,

<<AGENTNAME>>

**The
KornTeam**

Your Personal Real Estate Consultants...for Life!
www.kornteam.com

TEAMWORK



A single real estate transaction requires the completion of numerous tasks: marketing, negotiation, sale tracking, communication...just to name a few! As a buyer or seller you need a trusted counselor, skilled negotiator, and an expert facilitator. The Korn Team recognizes this need and has assembled a group of individuals to meet it. Each member of the Korn Team has different strengths and talents allowing us to handle your transaction with the care of a specialist—every step of the way!

Sales Team.



Korn Team agents know the Greater Kansas City neighborhoods and properties inside and out. They answer questions and communicate proactively by phone, e-mail, fax and in person. Whether you're selling or buying our sales agents provide perspective and advice when you need it and listen to your needs to ensure the best possible result for your unique situation.

Brad & Sonya Korn

bradkorn@realtor.com

816-224-KORN (5676)

Brad and Sonya have lived in the Kansas City area most of their lives selling real estate for a combined total of over 16 years. they advise clients on the market value of properties, area real estate trends, and strategies for each transaction. Family is also very important to Brad & Sonya. Their four daughters, Lindsay, Allison, Elizabeth and Savannah, are the center of their life.

Shea Painter

sheapainter@hotmail.com

816-268-4116



Shea has been involved in the real estate industry for 5 years. Dedicated to providing clients with a smooth real estate transaction, she works with each client to find a home that best fits their needs or ways of promoting their current home for sale. When she isn't working with clients, Shea enjoys spending time with her husband, Steve, and two children, Shane and Riley.

Jen Owens

jen_jen_22@hotmail.com

816-268-4117



After several years of attending college, Jen says, "It wasn't until recently that I discovered my true passion. Simply put, it is caring for people and their well-being. In real estate, I've found I can serve others in a very tangible way. Buying or selling a home can bring unwanted stress and anxiety. Life's short, I strive to make this process fun and enjoyable." Jen, a lifelong resident of the Kansas City area, lives with her husband Pat and their daughter Lindsey.

Wendy Linebaugh
wklinebaugh@msn.com
816-268-4200 ext 344



Wendy has been in the retail management business for over 15 years. She has managed some of the top stores at her former company. She brings many years of experience helping people and understanding that the customer always comes first. Wendy lives in North Kansas City and is readily available for her clients when they find a home they want to buy.

Support Team.

In addition to the Sales Executive that assists you, you'll benefit from the services of the rest of the Korn Team. These valuable team members bring to your move what most ordinary agents cannot provide — extraordinary service. This part of the Korn Team handles the multitude of details in today's complicated real estate transaction, freeing your Korn Team agent to actively pursue your goals!

Sonya Korn
bradkorn@realtor.com
816-268-4115

Sonya has been in the real estate industry for 4 years, and is highly experienced in providing customer service to all our clients on a daily basis. She manages the day-to-day activities that keep our office going, and provides assistance with administrative duties, such as, calling for feedback on showings, and producing periodic progress reports. In addition, she assists in a multitude of ways, helping to expedite our clients' transactions.

Lori Smith
bradkorn@realtor.com
816-224-KORN (5676)



With over 3 years experience in Marketing, Lori provides that value-added service needed to implement marketing programs for our clients and our business. She manages each new listing from the time it is listed to make sure all marketing is in place. This includes visiting the home to take measurements, digital photos, and detailed notes of its special features. Moreover, she designs top quality marketing materials, and maintains web site and print advertising, creating a customized marketing approach for each home. Her main focus is to ensure an accurate and successful marketing strategy that will result in the sale of our clients' homes.

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My children recently got a new puppy. They picked out the one that was a little different from the rest. Of course, he is the cutest little thing and you can tell he is happy they picked him! I thought you might enjoy this story.

Puppies for sale

A store owner was tacking a sign above his door that read "Puppies For Sale." Signs like that have a way of attracting small children, and sure enough, a little boy appeared under the store owners sign. "How much are you going to sell the puppies for?" he asked.

The store owner replied, "Anywhere from \$30 to \$50."

The little boy reached in his pocket and pulled out some change. "I have \$2.37." he said. "Can I please look at them?"

The store owner smiled and whistled and out of the kennel came Lady, who ran down the aisle of his store followed by five teeny, tiny balls of fur. One puppy was lagging considerably behind. Immediately the little boy singled out the lagging, limping puppy and said, "Whats wrong with that little dog?"

The store owner explained that the veterinarian had examined the little puppy and had discovered it didn't have a hip socket. It would always have a limp. It would always be lame. The little boy became excited. "That is the little puppy that I want to buy."

The store owner said, " No, you don't want to buy that little dog. If you really want him, Ill just give him to you."

The little boy was quite upset. He looked straight into the store owners eyes, pointed his finger, and said, "I dont want you to give him to me. That little dog is worth every bit as much as all the other dogs and I'll pay full price. In fact, I'll give you \$2.37 now, and .50 cents a month until I have him paid for."

The store owner countered, "You really don't want to buy this little dog. He is never going to be able to run and jump and play with you like the other puppies."

To this, the little boy reached down and rolled up his pant leg to reveal a badly twisted, crippled left leg supported by a big metal brace. He looked up at the store owner and softly replied, "Well, I don't run so well myself, and the little puppy will need someone who understands!

source: Chicken Soup For The Soul (Canfield & Hansen)

Sincerely,

<<AGENTNAME>>

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Who says you cant have your dessert and eat it too? Contacting the Real Estate Professionals of The Korn Team when buying or selling a home allows you a hassle free move. This delicious recipe reminds you that when you call us you can have your dessert and eat it too!

Fruit Medley Pizza

- 1- 18oz roll refrigerated sugar cookie dough
- 1- 8 oz package cream cheese, softened
- 1- 7 oz jar marshmallow cream
- 1- pint fresh strawberries, sliced
- 1- Granny Smith apple, cored, thinly sliced
- 1- Peach, pitted, thinly sliced
- 1- kiwi, peeled, thinly sliced
- ½- cup blueberries
- ½- cup red raspberries
- 1- 10oz jar apricot preserves, heated

Heat oven to 350degrees. Roll cookie dough to cover 14 inch round pizza pan; crimp edge. Bake 20 minutes, cool. Combine cream cheese and marshmallow cream; spread on cooled crust. Top with fresh fruit. Glaze entire fruit and crust with apricot preserves.

This is sure to be a hit at your group gatherings. While you are sharing your new dessert treat, please share our name as well.

Sincerely,

<<AGENTNAME>>

Week 4

Phone Call:

hey, this is _____ from The Korn Team. Did I catch you at a bad time? Just wanted to make sure you received the chance to win your Mortgage Payments for a Year? How was the registration process? The reason for my call is to find out if you have notice anyone else who might be thinking of buying or selling?....

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How's the Food??

In a way, your real estate transaction is like going out to dinner at a restaurant. When you go out to eat and receive great service you generally tip the waiter or waitress. Although that server receives a small paycheck from the restaurant, the bulk of his or her income is derived through tips.



Likewise, we are providing a service and will be compensated through the standard fees in a real estate transaction. However, it's your referrals, or "**tips**", that tell us how you feel about our services and your experience that help us succeed.

Sincerely,

<<AGENTNAME>>

The KornTeam

Your Real Estate Consultants...for Life!

ps. The best compliment we can ever receive, is when you tell others about us.

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What's a R.A.S.?

Have you heard of your Reticular Activator System?

Did you even know you had one? Well your R.A.S. is the part of your brain that heightens your awareness of certain things. For example, do you remember the time you bought a car? You started seeing cars just like your all over the road. Pregnant women notice other pregnant women everywhere.

So what does that have to do with your next real estate transaction? The purpose of explaining this process is to turn on your R.A.S. so that while you are having conversations with other people who are thinking of buying or selling real estate you will think of us and call with their name and phone number. When you really have something great you naturally want to share it with people you care about. So don't be shy, speak up and let others know who we are.

They'll thank you for it...and we'll thank you for it!!

Sincerely,

<<AGENTNAME>>

KörnTeam

Week 7

Send Something of Value
 Something they will keep



Calendar



Coaster



Sports Schedule



Letter Opener

Week 8

Phone Call:

Hey, this is _____ from The Korn Team. Is this a good time? I just wanted to make sure you received our letter opener/calendar/etc that we sent you? Do you have any real estate questions? As you can tell, I really hope you will allow me to be your real estate consultant for life. And also, let me just give you a quick reminder that if you happen to know of anyone else thinking of buying or selling, could you please share their name with me or my name with them?....