



“Mr. Real Estate”

## Why consider using the services of a real estate professional (Rod Stone) when buying a home?

**Licensed and Bonded:** By the laws of the state of Alaska that govern the real estate industry, a person that is involved in working with the general public in the area of buying or selling real estate must be licensed and enrolled in the State of Alaska Surety Fund .

- In order to be licensed in the state of Alaska as a real estate license or a real estate broker, **a person is screened for any criminal back ground** and denied if any is found. If a person’s criminal back ground check is clean, the next step is sitting through hours of classes and instruction. Ethics, real estate law, financing and fair housing are just a few of the topics each and every person seeking to be licensed must comprehend and master. On top of that, each and every licensed realtor must complete twenty hours of continuing education every two years in order to stay current with changes in real estate law, fair housing and general real estate trends.
- Upon being licensed, **a person must pay into the surety fund** that has been set up by the state of Alaska. This is a pool of money that serves as an insurance policy to cover the public if a licensed realtor is found guilty of dealing with the general public in a fraudulent or unethical manner. **A true real estate professional will also carry “errors and omissions” insurance.** This further protects the public if there are errors and/or omissions in contractual agreements.



A real estate professional can and will guide your every cast. Unexpected snags can wreck your whole day!

**Experience and Know-How:** A real estate professional has the ability and know-how to **help you achieve your buying objectives**. Knowledge of the market place, past and present, will allow you as a buyer to better position yourself to determine values and trends. Your real estate professional I will guide you through the home buying steps. ***Our real estate market is constantly changing.*** Being aware of these changes and trends will empower your buying efforts. My experience as a real estate professional will guide you through this maze of uncertainty.

- **Step one** is to help you through the **pre-buying process**. I know the steps to suggest in order to get you ready.
- **Step two** is to **explore your needs and dreams**.
- **Step three** is helping you to **understand the current market place** and **understand current market values and trends**.
- **Step four** is **to get to know your needs, wants, wishes and abilities**. As your realtor I would like to explore needs and understand your situation completely. My experience and know-how will at that point be able to help you achieve your goals. We become a team working together for your benefit.
- **Step five** is **pre-viewing homes that fit your needs and ability**. Remember, my team offers you as a buyer a number of avenues by which you can search out homes of interest. We have years of experience which will allow us to help you throughout the buying process.
- **Step six**, we will **negotiate on your behalf, under your direction to obtain the best terms and price possible**.
- **Step seven** is maybe the most difficult - **Managing correctly all the activity** that goes into purchasing a home. This is the least published activity but the most important. As your real estate professional I can outline for you an understanding of the steps you need to take and give you the timing for each of these steps. This management ability will protect your investing interest and enhance your buying experience.



The real estate professional has the ability to help you put all the pieces together when it comes time to sell your home!

### Commitment and Service:

If given the opportunity to assist you, I understand that you're the boss! Additionally I understand that it is my job to offer you top notch service and complete access to my years of experience. To this end I am committed to addressing your real estate needs and going the extra mile to make things happen.



The real estate professional takes great pride in delivering service that exceeds the client's expectations!

Note: If this article generates additional questions or a need for additional information, the following button will allow you to ask your question(s), request additional information or make comments. It is not my intent to bug you with unwanted phone calls, emails, or text messages! It is my intent to allow you to benefit from my 35+ years real estate activity and to give you a buying experience beyond your expectations!

[Questions / Comments](#)