

Roadmap to Successful Realtor® / Broker / Attorney Collaboration

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RealEstateEXPERTConnect.com + STANSEN.com

Involvement of a Savvy Realtor®-Broker / Attorney on Every Transaction!

www.RealEstateEXPERTConnect.com | www.STANSEN.com

888-529-6632 | PAUL@STANSEN.COM



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Comprehensive Representation

- Team Representation
- Legal & Tax Advice
- Communications
- Power Negotiations
- Positive Outcomes
- Risk Managed Files
- Cloud / Digital Technology
- Deep Data Resources
- Informed Decision Making

Comprehensive Representation

MY APPROACH : DISTRESSED & TRADITIONAL SALES

- **TEAM collaboration** with Realtors, Sellers, Buyers
- I provide **VERY targeted data mining** for ...
 1. **mortgage defaulted** owners
 2. borrowers at risk of **HELOC** payment shock
 3. owners with **25% +equity**
- We reach out with customized **post cards + letters**
- **FREE** phone/email/in-office legal & other **consultation**
- Value added **estate planning** advice



PAUL STANSEN

Attorney **SBN** 165037

Broker **BRE** 00923138

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OUR OBJECTIVES :

Comprehensive team representation that **increases** ...

1. Inventory
2. Market share
3. Productivity
4. Profitability
5. Client Confidence
6. Informed decision making through legal / real estate / estate planning / tax / advice



Collaboration

Simply put ... you do what you do best & so do I with our seller / buyer clients benefiting most!

- **REALTORS: TRADITIONAL SALES** where, via an RFA-11, we pursue listings, sell homes, and represent buyer acquisitions.

• **REALTORS: SHORT SALES**

We work together via an RFA-11 that establishes scope of responsibilities & split of commissions.

• **CLIENTS: LOAN MODS**

Many owners interested in loan mods do not qualify based on financial circumstances. Still, I offer

an initial financial review to assess for eligibility & other options.

- **ESTATE PLANNING:** As a part of overall investment strategies, I add value to Realtors & your clients by preparing Wills, Powers of Attorney, & Trusts.

