

Why Choose **SUCCESS!** Real Estate?



Our growth and market share says it all. In the past 5 years, we have experienced average growth of 25% per year and sold over 1.4 BILLION dollars worth of property. Companies do not accomplish this without being great at what they do. According to the number of sales and dollar volume we are ranked the #1 Real Estate office on the South Shore! See for yourself! Our company is so strong on the South Shore that the numbers speak for themselves. As a company we are also trained to excel in all areas of Massachusetts and Rhode Island.

We are the #1 company in...

CANTON * BRAINTREE * WEYMOUTH
ROCKLAND * PEMBROKE * MARSHFIELD
PLYMOUTH COUNTY & NORFOLK COUNTY

We are the #3 company in...

* ALL OF MASSACHUSETTS *

www.SuccessRealEstate.com

Offices in: Braintree • Hingham • Marshfield • Canton • Plymouth

Tel: 781-848-9064 Fax: 781-848-9975



Performance

Since 1990 we have known the only thing that truly counts when all is said and done is a sold sign and our client's happiness. *SUCCESS!* was designed to offer the very best marketing techniques in the business for our clients and to offer the greatest marketing tools for our Agents. So many companies have antiquated systems and heavy bureaucracies that make them slow to adjust to our dramatically changing internet environment. We have streamlined our systems so that we can offer the greatest possible exposure to the market at the best value for our clients.



Presentation

You've probably heard the saying "presentation is everything". Well I can tell you it is. Almost 95% of the marketplace will make a decision either favorably or unfavorably based simply on what information is available via copy and photos of your property. All this before they even make an appointment to see it. In this day and age, it is imperative that you hire a company who is committed and well trained on how to present your home properly. Your home must look better than all others in order to catch the Buyer's eye. When you choose *SUCCESS!* to professionally market your home, you hire a staff of real internet and marketing experts who know how to expose your property in the very best light to the masses.



Marketing

The most common statement from our customers is that they see us everywhere! We have always believed that past performance is a true measure of future results. The simple fact that our signs are everywhere is a true testament to what we have already accomplished. Despite our past success, we never stop looking for new and innovative ways to market our client's homes. Our homes are on the internet in countless websites, magazines, newspapers, in direct mailings, flyers, relocation agencies, and the Multiple Listing Services. We have over 200 Agents and a collective database of thousands of customers at our disposal. The changes in internet technology are happening so fast that unless you are on the cutting edge of technology you will fall hopelessly behind. At *SUCCESS!* we have made a commitment to technology and will always be on the cutting edge.



Our People

Our Agents are highly trained elite sales people that are hand picked by management. The Agent must be committed to quality service and be ready to deliver it every time without fail. We set the bar high and we would have it no other way. Our Agents are some of the highest producing Agents in the market. We attract and retain these Agents by offering the best compensation package in the industry. If you want great people, you must be prepared to pay them.




Money

Because our compensation plan is the most generous, it allows our Agents to spend more money on marketing property. This is an incredibly important concept. People often think national companies have more money to spend on your home. In fact, the opposite is true. They have huge overhead, and often indulge in self-serving sporadically placed national television campaigns that promote the company and not your home. At *SUCCESS!* Real Estate, we choose to use the bulk of our marketing dollars on promoting our properties and not our company. So, who has the biggest budget when it comes to selling your personal property? We do, and we always will.



Accountability

At *SUCCESS!* Real Estate, your Agent is in charge of your home. That means he or she will operate with all the tools *SUCCESS!* has to offer. They will be in control of all marketing decisions and be accountable to you. This is crucial. Many companies are structured so that critical aspects of your sale are handled by people you have never met. If you have a problem, you are told by your Agent that the solution is out of their hands. We believe that this practice is unacceptable. At *SUCCESS!* Real Estate, your Agent is empowered to make all decisions and to work closely with you to ensure you are satisfied customer. If you have problems or suggestions, simply tell the Agent, and he or she can make it happen.



Specialization

Your Agent is the expert on your home. Therefore, all inquiries will be directed to your Agent to ensure that the person fielding questions about your home is very informed. Have you ever called a real estate company about a property and been struck by how little the person answering the phone actually knows? That never happens at *SUCCESS!* Real Estate. We will never miss an opportunity to convert an inquiry into a sale.



Representation

When a *SUCCESS!* Agent lists your home, he or she will be your Sellers agent and all loyalty and efforts will be made on your behalf. The Agent essentially becomes your real estate advocate. When you are a Buyer, the Agent is your Buyers Agent with all the same loyalties. We will never allow any type of conflict of interest to occur. Complete representation from start to finish is our promise to you.