

BUYER VISION GUIDE



PERSONAL PLANNER

John W Stewart

International Property Specialist



John W Stewart
CIPS, SRES



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A warm welcome



ARE WE A GREAT MATCH

The agent-client relationship has a significant impact to the lives of both parties. Let us see if we are a match before working together.

SET A CLEAR RELATIONSHIP

Many people do not know when they are technically 'working with an agent' and are uncertain about their rights and responsibilities to and from an agent.

MUTUAL EXPECTATIONS

The purpose of this time together is to get clear on our intentions and expectations. As we arrive at clear expectations we can set a level of service and timetable that work for both of us.

Thank you for joining me in taking the time to see if we are a right fit to work together.

— John

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Seeking first to understand



TO MEET AND EXCEED YOUR EXPECTATIONS

John delivers services that have value to you. Please take a few moments to reflect on what is important to you.

What is important in choosing a real estate agent-advocate?

What is most important in the overall process of buying?

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Preferred client contact



JOHN COMMUNICATES ACCORDING TO YOUR PREFERENCES

CONTACT 1	PHONE & BEST TIMES	E-MAIL
------------------	--------------------	--------

ADDRESS	CITY	ZIP
---------	------	-----

WORK ADDRESS	PHONE & BEST TIMES	E-MAIL
--------------	--------------------	--------

CONTACT 2	PHONE & BEST TIMES	E-MAIL
------------------	--------------------	--------

ADDRESS	CITY	ZIP
---------	------	-----

WORK ADDRESS	PHONE & BEST TIMES	E-MAIL
--------------	--------------------	--------

What is your preferred method of communication?

- | | |
|-------------------------------------|---|
| <input type="checkbox"/> Home phone | <input type="checkbox"/> E-mail |
| <input type="checkbox"/> Cell phone | <input type="checkbox"/> Fax |
| <input type="checkbox"/> Work phone | <input type="checkbox"/> Text messaging |

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Is this the right time?



IS IT SMART TO MAKE A MOVE?

John meets a lot of people who have a desire to move and are uncertain if it is the right time. Here are some of the most common questions he hears:

- Is it wise?
- Should I wait to see where prices are going?
- Who can I trust for the right financing?

SIMPLE STEPS FOR CLEAR ANSWERS

John guides you through a logical process to determine:

- How many dollars you have to make a purchase
- The end financial result of getting from point A to point B
- If there are potential properties that would be a wise investment for you

MAKE A DECISION WITH PEACE OF MIND

Clear options empower you to make a confident decision to stay where you are or make a move.

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What compels you to move?



JOHN KEEPS YOU FOCUSED ON YOUR MAIN GOALS

What are the main reasons behind your desire for change?

- Simplify life
- Expand life
- Transition to work from home

What else?

“John recently helped my wife and me with the purchase of our first home. John was very helpful in educating us on all the particulars of the contracts and agreements of which neither my wife nor I had any experience. John went well out of his way to achieve an extremely tight closing date, working in the evenings and weekends to get our house closed on time. We both can’t say enough about how helpful it was to have John as our agent”.

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Clarify your lifestyle vision



Must have:

Would like to have:

Area preferences:

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What do you appreciate most?



WHAT VISUAL SURROUNDINGS ARE IMPORTANT?

What kind of home environment do you envision?

- Privacy
- Natural light
- Western exposure

What else?

“Thank you for all you are doing!!!!!!”

- Becky

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What are your favorite activities?



WHAT IS YOUR HOME AWAY FROM HOME?

Please take a moment to describe your lifestyle.

- On the water or in the mountains
- In the garden or on the deck
- In the city or out on the town

What else?

"Life itself is the proper binge".

- Julia Child

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Proximity to people and places



CREATE A LIFE OF CONVENIENCE

Who or what would you like to live close to?

- Daycare
- Pilates, yoga
- Friends or family members

What else?

"Leap and the net will appear".

- Zen wisdom

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Special needs



JOHN STEWART IS SENSITIVE TO THE NEEDS OF ALL FAMILY MEMBERS

Are there special needs that play a part in your choice of property?

- Special parent needs
- Pet needs
- A child's special education
- A teen's need for independence

What else?

"Never think you've seen the last of anything".

- Eudora Welty

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Other factors



Special furniture:

Health factors:

Commute factors:

"Always make new mistakes".

- Esther Dyson

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Sole representation



THE DIFFERENCE BETWEEN SOLE AND DUAL AGENCY

Some agents practice dual agency. A dual agent represents both the buyer and the seller in the transaction. Please refer the Washington State pamphlet on the Law of Real Estate Agency.

When there is only one agent in the transaction who receives both the listing and selling agent portion of the brokerage fee, whose best interest do you think they have in mind?

YOU HAVE THE RIGHT TO SOLE REPRESENTATION

John does not practice dual agency. He provides sole representation of either the buyer or the seller in each transaction. For his buyer clients this is his goal:

To locate, negotiate and close:

- the best property
- in the best location
- in the best condition
- for the best price

To demonstrate these principles of conduct:

- undivided loyalty
- reasonable care and due diligence
- confidentiality
- full disclosure
- full and accurate accounting

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John Stewart—Your advocate



John's energy and enthusiasm spark a spirit of adventure.

PROFESSIONAL RECOGNITION

- Certified International Property Specialist (CIPS)
- Seniors Real Estate Specialist (SRES)
- Transnational Referral Certification (TRC)
- Coldwell Banker Sterling Society 2007

ACTIVE MEMBERSHIP

- National Association of Realtors®
- Washington Association of Realtors®
- Seattle King County Associations of Realtors®
- Asian Real Estate Association of America
- World Affairs Council, Seattle

APPROACH AND STYLE

- Consult for understanding
- Educate to empower
- Nurture a relationship for open communication

MISSION STATEMENT

"I will support you and your plan to sell or purchase real estate anywhere in the Pacific Northwest or in many countries around the world. I will not participate in dual agency. My knowledge and experience in international and Pacific Northwest real estate markets will guide you or a friend through informed and confident real estate decisions.

— John Stewart

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Service communication



THE QUICKEST WAY TO REACH JOHN IS ON HIS CELL: (206) 729-0243

Your calls are welcome anytime. As a courtesy, John's clients enjoy his undivided attention while he is with them. In the event you get his voicemail, please know that your call will typically be returned within a couple of hours.

OTHER RESPONSE TIMES

1. John checks his e-mail approximately two to four times each day.
2. Thursdays are typically his day off; however, John responds to urgent messages from clients on an as needed basis.
3. Please notify John whenever you will be unavailable for more than 24 hours.

What is your preferred service level?

- | | |
|---|--|
| <input type="checkbox"/> Drive by on my own | <input type="checkbox"/> Search listings myself |
| <input type="checkbox"/> Call you for details | <input type="checkbox"/> Receive listings from you |
| <input type="checkbox"/> Call on ads myself | <input type="checkbox"/> Ride with you to see properties |

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Clients share their experience



GENERATIONS OF CLIENTS

John routinely receives cards and letters of thanks from his clients. Here are a few examples of the sentiment expressed by many:

“John recently helped my wife and me with the purchase of our first home. John was very helpful in educating us on all the particulars of the contracts and agreements of which neither my wife nor I had any experience. John went well out of his way to achieve an extremely tight closing date, working in the evenings and weekends to get our house closed on time. We both can’t say enough about how helpful it was to have John as our agent”.

- Jared

“John helped us sell our home and find a new one closer into town. He helped find a temporary rental before we were able to move into our new home and worked with us daily through our search. We appreciated his steady course and willingness to support our decision making process. We’d recommend him to any of our friends”.

— Jim and Linda

“Thank you for helping us find our agent in Houston. He was absolutely professional and great to work with. We have already recommended him to one of our friends. Thank you for following up and checking in on us.

— Sandra and Michael

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Let's meet



A MEETING TO EXPLORE POSSIBILITIES

Let's get together for an initial 45-minute consultation to explore your new life possibilities in the light of accurate facts and current market conditions.

GET CLEAR ON OUR DIRECTION

Our discussion will show us if we share the same goals, values and are on the same page in our thinking and expectations.

A MUTUAL DECISION

After a vibrant, candid exchange it will be apparent to everyone how best to proceed.

Let's balance your priorities with market realities and set a reasonable course of action.

— John Stewart