

Exclusive Information from the Michael Peters Home Selling Team



Michael Peters

Call me TODAY for a free consultation.
949-734-0828

INSIDE:

- Go Serve Big: The Lifetime Customer System.
- THREE Programs - Our Life Time Customer System
- What homes are selling for in your neighborhood.
- Your Referrals Help the Kids!

Whoever compels you to go one mile, go with him two.



The Lifetime Customer System.

What is it that separates some from others in athletics or education or business or the arts, or in any endeavor? It is their drive to do more than is expected or required. One of our company's core values is Second Mile Service. When focusing on the second mile, we can't forget there are two miles in play here. So before I show you what's in it for you in the second mile, lets document the first mile.

The first mile is simply what is required of us. Yes, we are here to help people buy and sell the place they call home, but there is much more going on than just a real estate transaction. There is LIFESTYLE CHANGE being pursued.

Our Lifetime Customer System starts when we first enter into a client relationship and seek to gain an understanding of

what the FIRST MILE is. For example, the first page of our Exclusive VIP Seller Agreement, we ask the Seller these 2 questions:

Why are you moving?

What is most important to you in getting your home sold?

These 2 questions are essentially the Home Owner/Seller laying out their vision for LIFESTYLE CHANGE. No one is better at selling homes faster, for more money and with less hassle than we are, but it is critical that we fully understand the WHY behind the change the client is making. This becomes the FIRST MILE – what it is we must deliver on/what is expected of us (our mandated FIRST MILE).

There can be no second mile service without going the first mile, so what does this Second Mile look like?

Exceeding clients expectations has to be built into the very fabric of the business from the peoples mind set to the systems to the culture. Anything short would be cutting corners. There really is no Life Time Customer System without being committed to Second Mile Service. They go hand in hand.

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At Michael Peters Realty, our Life Time Customer System (part of our second mile service) breaks down into THREE Programs.

1. YOUR REFERRALS HELP THOSE WHO NEED HELP THE MOST

On the last page of this this newsletter, you will see what I mean by Your Referrals Help Those Who Need Help the Most. As part of our GO SERVE BIG mission, we donate a portion of our income from EVERY real estate sale to a very worthy cause. We want you to be part of that. It's likely as you read this, you have received other newsletters, emails, texts and videos about this. We are devoted to raising \$50,000 for the Children's Hospital of Orange County to help them in the fight against childhood diseases. You can rest assured that anyone you send to us wanting to make a move will benefit from our award winning service and a very worthy cause will benefit as well.

2. WE WILL HELP YOU GROW YOUR WEALTH

We bring to our clients opportunities to Create More Wealth by INVESTING IN REAL ESTATE. I accumulated wealth NOT from my job, but by investing in real estate. We want you and others to have the same opportunity so we built this into our Lifetime Customer System. Inside this newsletter you will see some great deals to consider investing in. These are just a sample of the REAL ESTATE available for you to invest in. Contrary to popular beliefs, you do not need a lot of your own money to become RICH investing in real estate, but, you do need money. We are experts in helping you learn how to unlock the equity in your own home to buy 3 houses for the price of one and partnering with others for Apartment Building investments that provide positive CASH FLOW every month.

3. WE ARE A RESOURCE FOR YOUR LIFESTYLE NEEDS

You need a resource like a Dry Cleaner, Florist, or Painter? We have an APPROVED VENDOR DIRECTORY of businesses in the area vetted and eager to help you. As I type this, one of our approved vendors is headed to my house to haul off a bunch of old junk that has accumulated over the years. The 'haulers' will come and do what they do best... haul off the junk. They have been vetted through a lot of use so I know they will do a great job and it will be a fair price. This is obviously just one example. If you don't have our Approved Vendor Directory, reach out to us and we'll send it right over.

Approaching each day with an attitude of 'good enough never is' makes us question the status quo, keeping us dedicated to over deliver to our most valued people... our customers.

Deliver MORE value than what is/was/will be received = over deliver = Lifetime Customers.

**Go Serve Big!!!
Michael Peters**





THE VIP CLIENT – Real Estate Investor Corner BUILDING WEALTH THROUGH REAL ESTATE

8 Unit Luxury Beachfront Vacation Rentals

Laguna Beach- \$11,800,000



- High Capitalization Rate
- A Few Blocks from Downtown Laguna Beach
- Great Cash Flow!

Cash Flow Cabins



Done For You. Turn Key Real Estate Investment Opportunities in the Great Smoky Mountains!
Guaranteed Cash Flow or We Pay You the Difference!*

FREE List Available upon Request.

call NOW at 949-734-0828.

We have special financing options available as well as tenants who will rent these homes if you need assistance with that.

If these homes do not interest you, then contact us about other great investment opportunities..

Just know the good deals go fast!

If you know of anyone else who may be interested in building wealth through real estate investing, please pass on my contact info or provide me with theirs.

Thank you!
Michael Peters

*Conditions apply. Call for Details.

Your Referrals Help the Kids!



As you may have heard, the **Children's Hospital of Orange County** is front and center in the fight against nasty diseases that destroy or cut short the lives of Children. We are thankful to have such a wonderful facility close by, doing such great work to help heal and save young people.

So even as we are eager to enjoy life, others are simply hoping they can be here to live it. This is why we here at Michael Peters Realty have resolved to do what we can to help.

For homes we sell this year, we are donating a portion of our income to Children's Hospital. Our goal is to raise \$50,000 to help them in their quest to Heal, Save, Cure and Comfort Children under their care.



This is where you can help!

Who do you know considering making a move you could refer to my award-winning real estate sales team?

For anyone considering a move that we help, you can rest assured that not only will they get the award winning service we are known for, but that a solid portion of the income we receive from the transaction will go toward a very worthy cause.

I want to make it easy for you to refer your friends, neighbors, associates or family members considering making a move, so I have enclosed a couple of business cards for that purpose. Of course you can always call me direct as well at 949-734-0828.

You and your referrals mean more than ever to my team and I. As we move forward in this new season, please know we are extremely thankful for you and your being a special part of our business.

With all my appreciation,
Michael Peters

Find Out What Homes in Your Neighborhood are Selling For...

FREE SERVICE FOR ORANGE COUNTY AREA HOMEOWNERS

You can Receive a FREE computerized printout of recent Home Sales & Current Listings anywhere in the Orange County Area mailed to you at NO Cost, or Obligation

You don't have to talk to anyone. Just call our 24/hr hotline below and leave a message indicating which streets you would like to have information on. **You will receive by mail, a computerized printout on each active property for sale (or recently sold)** including the address and photo of the home, a description of key features, along with the list price and (if relevant) the sale price.

This information will give you a good idea of what your home might sell for if you were to put it up for sale in today's market.

To receive a Computerized Area Home Sales Report call:
1-844-696-7377 ID#5141
(24/hr recorded message)

123 Main St, Your Town
Listed: 02/04/16 for \$359,000
Sold: 03/15/16 for \$355,000

123 Any St, Your Town
Listed: 04/01/16 for \$475,000
Sold: 04/14/16 for \$469,000

Sample of Computerized Printout you will receive