

*Exclusive Information from The Almaro Team*



Leticia Almaro Nicolini  
925.216.7720

Call me TODAY for a  
free consultation.  
925.216.7720

## INSIDE:

- 3 Questions:  
Lifestyle Change
- Go Serve Big: The  
Lifetime Customer  
System
- Real Estate  
Investor Corner
- Your Referrals Help  
the Kids!



**Whoever compels you to go one mile,  
GO WITH HIM TWO.**

### Go Serve Big: The Lifetime Customer System.

What is it that separates us from others, whether in athletics or education, in business or the arts, or any other endeavor for that matter?

Is it one's drive to do more than what is expected or required? One of our team'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, let's 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 **A LIFESTYLE CHANGE** being pursued..

Our Lifetime Customer System starts the minute we enter into a client relationship and seek to understand what the FIRST MILE is. For example, within the first page of our Exclusive VIP Seller Agreement, we ask the Seller 3 questions (you may remember them):

**Why are you moving?**

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

**What do you feel needs to happen in order to get that most important thing/objective?**

The answers to these 3 questions are essentially the Homeowner/Seller laying out their vision for THEIR LIFESTYLE CHANGE. No one is better at selling homes faster, for more money and with the least amount of hassle than we are, but it is critical that we fully understand the WHY behind the change our clients are making. This then, becomes the FIRST MILE – what it is we must deliver and what is expected of us (our mandated FIRST MILE).

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# Whoever compels you to go one mile, GO WITH HIM TWO.

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

Exceeding our clients' expectations has got to be built into the very fabric of our business from our peoples' mindset to the systems we use, to the culture we create. Anything short would be cutting corners. There really is no Lifetime Customer System without being committed to Second Mile Service. They go hand in hand.

**At Your Home Sold Guaranteed Realty, our Lifetime 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 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 will have received other newsletters, emails, texts and videos about this. Our goal is to raise \$10,000 for B Walker Ranch. They have developed a variety of programs for adults with autism, designed to foster self-advocacy by recognizing their individual needs and harvesting a sense of purpose within a farm environment. B Walker Ranch depends on sponsorships and donations to continue their valuable programs serving adults with autism. You can rest assured that anyone you send to us will benefit from our award winning service and a very worthy cause will too.



## 2. We Will Help You Grow Your Wealth.

We bring our clients opportunities and education to Create More Wealth by INVESTING IN REAL ESTATE. I became a Multi-Millionaire NOT from my job, but by investing in real estate. We want you and others to have that same opportunity, so we built this into our Lifetime Customer System. Inside this newsletter you will see a presentation of great deals to consider investing in and these are just a sample. Contrary to popular belief, you do not need a lot of your own money to become RICH investing in real

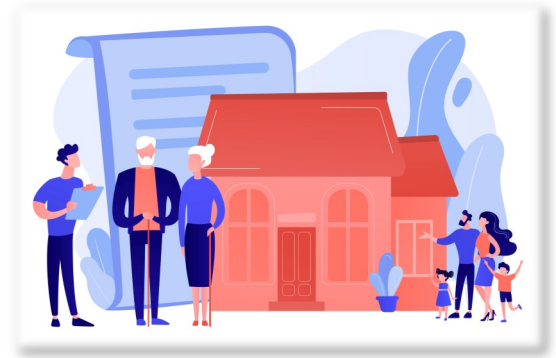
estate, but you do need money. We are experts in helping you learn how to use other people's money to buy distressed sales and bank foreclosures, by unlocking the equity in your own home to buy 3 houses for the price of one and partnering with others for Apartment Building investments that CASH FLOW every month.

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# Whoever compels you to go one mile, GO WITH HIM TWO.

### 3. We Are a Resource for Your Lifestyle Needs.

Do you need a resource like a dry cleaner, florist, or painter? We have an APPROVED VENDOR DIRECTORY of 100 businesses in the area, already 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 accumulated over the years. The haulers will come and do what they do best... haul off junk. They've been vetted through continued use, so I know they will do a great job for you and at 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 'can we do better?' translates into a steady questioning of the status quo, keeping us dedicated to helping the great people at this historic company to 'over deliver' to our most valued people... our customers. Deliver MORE value than what is/was/ will be received = Lifetime Customers.



### Go Serve Big!!!

Leticia Almaro Nicolini & The Almaro Team  
925-216-7720

Your Home Sold Guaranteed Realty!

**YOURHOME SOLD**  
GUARANTEED REALTY™  
Our Name is Our Promise

  
**TheAlmaroTeam**

Second mile service doesn't start and end with a real estate transaction, it is a way of life. It is essentially who we are. "A community loves those who love their community" – Dr. Ike Reighard.

#### Second Mile Service Commitments

- Exceed our clients' expectations and never cut corners.
- Make it easy for everyone in the team to deliver second mile service!
- Be exceptional stewards of revenue for Shareholders.
- Walk the talk of going the extra mile in the community





## THE VIP CLIENT – Real Estate Investor Corner

### BUILDING WEALTH THROUGH REAL ESTATE



**1171 Grapevine Ln**

#### **Ranch Style Home On Almost a 5 Acres Lot**

Reap the benefits of building your multi-generation compound.

Call 925-392-3202 for  
More Information.



**Castro Valley home...**

#### **Mediterranean Villa MUST SELL!!!**

AIRBNB Potential / Multi-Family Living /  
Corporate Rentals

Call 925-392-3202 for a Private Showing  
and More Details.

## **Selling?**

**Your Home Sold GUARANTEED  
Or Leticia will Buy It! \***

*\*some conditions apply*

For more information on my exclusive  
“Guaranteed Sales” program, visit:  
**www.GuaranteedToSellProgram.com**

Or for a **FREE** recorded message call  
**833-600-0793 ID# 1072**

## **Buying?**

**If You Are Not Satisfied with Your Home Purchase  
18 Months After Closing  
Leticia will Sell It for FREE! \***

*\*some conditions apply*

For more information on my exclusive “Sell it For  
Free” program, visit: **www.SellIt-ForFree.com**

Or for a **FREE** recorded message call  
**833-600-0793 ID# 1083**

## **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 **925-216-7720**

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 anywhere in the United  
States of America.

**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!  
Leticia Almaro Nicolini

*Leticia*

\*Conditions apply. Call for Details.

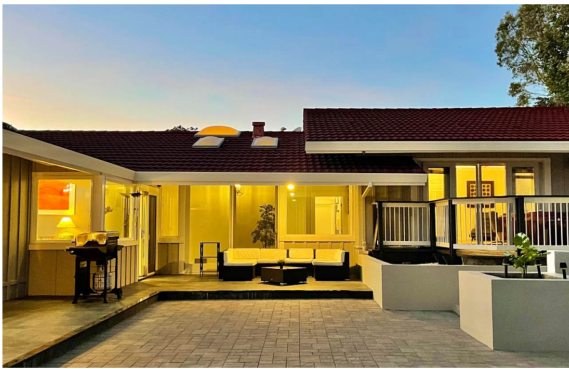




# OUR CURRENT AND COMING SOON LISTINGS

**Refer your friends and neighbors, associates or family members considering making a move and you can earn \$500 or more!**

Sign Up at [www.bit.ly/38x83mo](http://www.bit.ly/38x83mo) to learn more about this amazing offer!



## **Fabulous Property for Large Family or Investment!**

**550 Golf Club Rd, PH**

Live in the studio and manage student housing on the first floor. \$85k+ rental income property, call us, we have the financing for you!

**Call 925-392-3202  
for a Private Showing and More Info.**



## **Awesome Concord Home Coming Soon!**

Cute little home on a large lot, great opportunity for expansion.

**Call 925-392-3202  
for More Information.**



## **Elegant Mediterranean Chateau Coming Soon!**

Unique details, one of a kind architecture, over 5000 sq.ft. of living space.

**Call 925-392-3202  
for a Private Showing and More Details.**



## **Your Home HERE Coming Soon!**

We have ready buyers looking for:

- 3 bed, 2 bath home in Dublin, Pleasanton, San Ramon, Fremont to \$1.2M
- 3 bed, 2 bath home in Martinez or Pleasant Hill to \$700K
- 3 bed, 2 bath home in Pinole, El Sobrante, Concord to \$725K



## ADDITIONAL INVESTMENT OPPORTUNITIES!!

**Refer your friends and neighbors, associates or family members considering making a move and you can earn \$500 or more!**

Sign Up at [www.bit.ly/38x83mo](http://www.bit.ly/38x83mo) to learn more about this amazing offer!



### 10 Best Home Buys in Walnut Creek

Free list with pictures of **Walnut Creek Homes** available properties in your specific price range and area.

Click [HERE](#) now for a free report!



### 10 Best Home Buys in Concord

Free list with pictures of **Concord Homes** available properties in your specific price range and area.

Click [HERE](#) now for a free report!



### 10 Best Home Buys in San Ramon

Free list with pictures of **San Ramon Homes** available properties in your specific price range and area.

Click [HERE](#) now for a free report!



### 10 Best Home Buys in Danville

Free list with pictures of **Danville Homes** available properties in your specific price range and area.

Click [HERE](#) now for a free report!



# What our investment Clients have to say...



"I would just like to say that everyone was great even when I got distracted and annoyed they kept me in the game and made me feel real comfortable. The Almara Team was great in assisting me with everything I needed and asked for perfect service."

- Vernon C.

"Leticia and her team are super energetic and capable. They followed the paperwork, and kept the ball rolling, leading to a good sale for us. Leticia has a good eye for her market, and was able to provide insight how to best market our property.

Leticia got \$100K over asking, which in my view is remarkable. If you have a property that is ready to sell, Leticia is more than capable." - David F.



"Leticia was overall awesome and helped me get the house I really wanted and she was able to keep the deal alive. She aided in closing preparation, coordinated details & process and represented my interests in negotiations. I would recommend her the next time you are buying or selling in the area ."

- Michael Z.



"I appreciated that Leticia took the time to learn about areas she wasn't as knowledgeable about. And she used her great interpersonal skills to get very helpful information about what others were offering and the best ways to win a bid. It worked! We purchased a house! Thank you, Leticia!"

- Eric & Sandra C.



For a FREE Quick Online Home Evaluation Visit: [www.YourQuickHomeValue.com](http://www.YourQuickHomeValue.com)

Or Listen To a FREE Recorded Message At 833-600-0793 ID #5041

# Your Referrals Help the Kids!

As you may have heard, B Walker Ranch is creating a day program for young adults with disabilities, specifically autism. We are thankful to have such a wonderful facility close by, soon to be doing such great work to help these young adults learn and grow in a safe and nurturing environment. This is why we, at the Almaro Team have resolved to do what we can to help. For homes we sell this year, we are donating a portion of our income to **B Walker Ranch**.

Our goal is to raise another \$10,000 to help them in their quest to Harvest A Sense Of Purpose in these young adults.



This is where you can help!

**Who do you know considering making a move, who you could refer to our 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 you can pass along our business card to them, have them text LETY to 925-392-3202. Of course you can always call me directly at 925-216-7720.**

You and your referrals mean more than ever to me and my team. As we move forward in this new season and hopefully toward the end of this COVID-19 crisis, please know we are extremely thankful for your business.

With all my appreciation,

Leticia Almaro Nicolini  
& The Almaro Team

To donate to this worthy cause go to: [www.ReferralsHelpAutism.com](http://www.ReferralsHelpAutism.com) together, we can make a BIGGER difference!

## Recent Client's Stories

### Seller's Story in Antioch

We could not think of anyone else to sell our home but Leticia who helped us buy it nearly 25 years ago! We raised our 4 children here, lived very happy and peacefully and now is time to downsize and move closer to our grandkids. Through the years Leticia has been in touch with us and we trusted her to sell our home. Leticia and her team sold our home quickly and \$10,000 over expected price!

**Jesus and Lupe**

### Buyer's Story in Rodeo

We really enjoyed working with Leticia. She is professional, honest and opencommunicator. Leticia was very attentive to our needs for buying a home and went above and beyond to meet them

### Prabh

We recently bought the home of our dreams thanks to Leticia!. She was honest, professional and a very kind soul to work with. Leticia's communication skills made our purchase very effortless. We are looking forward to doing more business in future with Leticia and her team

**Alam**