

*Exclusive Information from The Almaro Team*

## WHOEVER COMPELS YOU TO GO ONE MILE, GO WITH HIM TWO.

### **Go Serve Big: 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 is 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 **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 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 what is most important to you?**

These 3 questions are essentially the Homeowner/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 we fully understand the **WHY** behind the change the client is making. This becomes the **FIRST MILE** - what is it we must deliver on? / What is expected of us? (our mandated **FIRST MILE**).



**Leticia Almaro Nicolini**

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.

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

Exceeding client expectations is built into the very fabric of our business culture; from our mindset, to our systems. Anything short of that is cutting corners. There really is no Lifetime Customer System without commitment 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.**

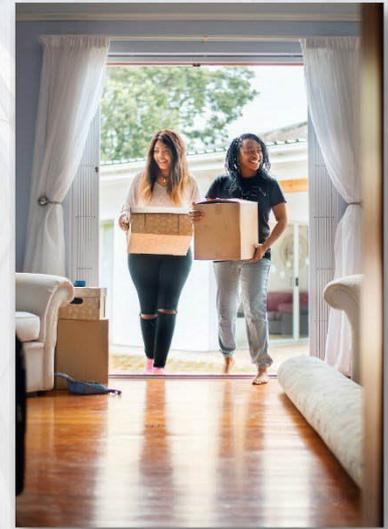
We bring our clients opportunities and education to Create More Wealth by INVESTING IN REAL ESTATE. I became a Multi-Millionaire NOT from my job, but by investing in real estate. We want you and others to have that same opportunity, so we built this into our Lifetime Customer System. Inside this newsletter 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.



# WHOEVER COMPELS YOU TO GO ONE MILE, GO WITH HIM TWO.

### 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 100 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 we have 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” translates into a steady look at questioning the status quo, keeping us dedicated to helping each other at this fine company and our most important asset: our customers.

**Deliver MORE value than what is required/expected = Over Deliver = Lifetime Customers**



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



**Your Home Sold Guaranteed Realty!**

*Leticia*



Second mile service doesn't start and end with a real estate transaction, it is a way of life. It is essentially who you are. “A community loves on those who love on their community” – Dr. Ike Reighard.  
Second Mile Service Commitments

- Exceed our client's expectations and never cut corners.
- Make it easy for our everyone in the company to deliver second mile service!
- Be exceptional stewards of revenue for Shareholders.
- Walk the walk and talk 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](http://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](http://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**

*\*Conditions apply. Call for Details.*

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!  
Leticia Almaro Nicolini

*Leticia*

# 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!



## Must Buy Antioch Home

Elegant & meticulously maintained, Mediterranean inspired home

Call 925-392-3202

for a Private Showing and More Details.



## Awesome Richmond Home

3 bedrooms, 2 bathrooms and approximately 1,882 sqft of floor space

Call 925-392-3202

for a Private Showing and More Details.



## Elegant Mediterranean Chateau

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!

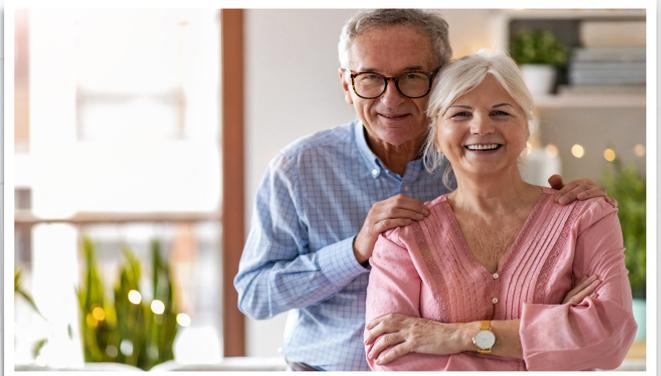
# WHAT OUR INVESTMENT CLIENTS HAVE TO SAY...

*"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 really comfortable. The Almaro Team was great in assisting me with everything I asked for and needed. 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 the marketplace and was able to provide insight on 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, just awesome. She helped me get the house I really wanted and kept the deal alive. She aided in the closing preparation, coordinated the details and represented my best interests in all of the negotiations. I recommend using her the next time you are buying or selling."*  
- Michael Z.



*"What I appreciated about Leticia, is that she 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.

# 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 making a move we help, you can rest assured they will not only get the award winning service we're known for, but a solid portion of the income we receive from the sale will go towards 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  
Your Home Sold Guaranteed Realty

BENEFITING



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 happily and peacefully and now it was 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 an open communicator. 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 extremely effortless. We are looking forward to doing more business in the future with Leticia and her team.

**Alam**