

# HOMeward Bound

THE GIVING IT BACK AND PAYING IT FORWARD REAL ESTATE NEWSLETTER | APRIL 2021



Vinny Steo  
CEO/Broker

*Your Home Sold*  
**GUARANTEED**  
*Or I'll Buy It!™*

**Selling Your Home and  
Getting Top Dollar!**

**Call me TODAY for a  
free consultation.**

**410-793-1616**



**GIVE ME 30 SECONDS**  
*and We'll Save a Kid's Life Together*

Welcome to the month of April. By the time you are reading this, you will be deep into it. That means I can't play any April Fool jokes on you. Never been a fan of those anyway. Not too long ago someone pinned my socks in my sock drawer together.

Another BIG deal in April is TAX day! Yep! Deadlines for filing those personal income tax returns. I don't think most people mind paying taxes as long as they are being put to good use. I think it's the waste that bothers most us citizens.

Both days I mention above are for sure conversation starters, one full of funny stories, the other maybe not so much, but there are few days more memorable than the day you buy your dream home. That day is supposed to be fun, exciting and great feeling of accomplishment.

*(see inside for details)*

**Your Referrals  
Help The Kids!**



**Go Serve Big!!! Investing in the People of Our Great Community.**

# If you or a friend are thinking about selling, make sure to choose a real estate company you can trust!

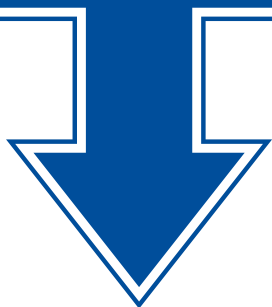
## A real estate company with experience, proven results and a give-back philosophy!

*Your Home Sold*  
**GUARANTEED**  
*Or I'll Buy It!™*

RE/MAX  
Community

### AS YOU KNOW, WE LOVE MAKING GUARANTEES!

Like our Buyer Satisfaction Guarantee: Love the home, or we'll buy it back! Or our Seller Guarantee: Your Home Sold or We'll Buy It! And we guarantee that a portion of our income WILL go to a very worthy cause like **Johns Hopkins Children's Center**.



Call me today for a free consultation. I am here to help with your real estate needs.

**Vinny Steo**

**410-793-1616**

**ContactUs@vinnysteo.com**

Therefore, we offer guarantees and assurances to our clients. We call this Our Risk Removal System. Like our Guaranteed Sale Program: Your Home Sold at a Price Agreeable to You or We'll Buy It\*. And our VIP Buyer Satisfaction Guarantee: If You Are Not Happy With Your Home, We Will Buy It Back!\* In fact, our Exclusive Seller Agreements Offer 10 Unprecedented Guarantees. In my experience, these guarantees elevate our service and our clients experience.

And by now, four paragraphs into this month's Homeward Bound, you are wondering how the headline ties into any of this. If you are receiving Homeward Bound for the first time, you will notice **we give back to those in our community who need help the most**. Like **Johns Hopkins Children's Center**!

Just down the street from where I'm typing, Children's **Johns Hopkins Children's Center** has a full house of kids with many fighting for their lives. And that is no April Fools joking matter. It's also likely taxes are the furthest thing from the minds of the parents with kids at **JHCC**.

As you know **Johns Hopkins Children's Center** does awesome work in **helping kids fight through and survive nasty life-threatening diseases** like cancer, non-Hodgkin's lymphoma, leukemia and others. They also lead the way in early diagnosis of Autism and recovery from spinal cord injuries.

Most don't know though that **JHCC** is a **non-profit**. They depend on sponsorships and donations to provide their world class care and keep costs for the families of these beautiful kids to a minimum.



## A Real Estate Company that Gives Back

AND remember, your

### REFERRALS help the Kids!

We are on a mission to raise another \$25,000 for Johns Hopkins Children's Center this year. We do this by donating a portion of our income from every home sale that is referred to us. As you know Johns Hopkins Children's Center does great work in helping kids fight through and survive nasty life-threatening diseases like cancer, Non-Hodgkin's lymphoma, leukemia and others.



Benefiting

**JOHNS HOPKINS**  
CHILDREN'S CENTER

*Continued on next page.*

**Go Serve Big!!! Investing in the People of Our Great Community.**

**A Real Estate Company that Gives Back!** *Continued from page 2.*

# Johns Hopkins Children's Center is Making a Difference Today and for Tomorrow

*Who do you know considering buying or selling a home you could refer to my real estate sales team?*

As the areas leading non-profit, they depend on sponsorships and donations to continue their leading-edge care and keep family's expenses to a minimum.

## MAKING A DIFFERENCE

In order to provide their lifesaving work and keep family medical bills to a minimum, Johns Hopkins Children's Center depends on Sponsorship and Donations.

So When you hear me say "YOUR REFERRALS HELP THE KIDS..." they really do!

## YOUR REFERRALS REALLY DO HELP THE KIDS...

Anyone you know considering buying or selling a home please refer them on over to my real estate sales team. Not only will they benefit from our award-winning service, but a very worthy cause will benefit as well. Simply call our company direct at **410-793-1616** or forward my number on.

As you will see throughout this month's homeward bound, pictures are worth more than words. Whether it's the smiling faces of beautiful young people gaining a chance at long life, or the determined faces of our great company people working to help, we are committed to the mission of Go Serve Big!!!



Vinny Steo  
Your Home Sold Guaranteed!

P.S. Do you like stories? Everyone has one. The story of this young person enclosed is a really good one. Read with tissue handy.

P.P.S. It is easy to refer those you know considering buying or selling a home. **Just call me at 410-793-1616 or pass on my number.**

*When You Put Others First, You Will Never Be Second!*



Go Serve Big!!! Investing in the People of Our Great Community.



A real estate company with experience,  
proven results and a give back philosophy!

Over the last 18 years of helping almost 2,000 families sell their home and/or buy another, we have met some wonderful, loving, caring people.

People like you! So your referrals can rest assured that not only will they get the award-winning service we are known for and the guarantee to back it up, but that a solid portion of the income we receive will go toward a very worthy cause.

Refer your friends, neighbors, associates or family members considering making a move

1

You can pass along our business card to them. I have enclosed a couple here for that purpose.

2

You can go to [www.SteoRewards.com](http://www.SteoRewards.com) and enter their contact info online or forward the link to someone you know considering a move.

3

Of course you can always call me direct as well at 410-793-1616.

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Benefiting

**JOHNS HOPKINS**  
CHILDREN'S CENTER



## Why I Support Johns Hopkins Children's Center

I remember when I first heard about a young person in our real estate community suffering from a nasty disease and getting treated for that at Johns Hopkins Children's Center. It was then that I began to pay closer attention to the work they do at that hospital. Since then, I have learned that it is a collection of hardworking health care professionals, most making their home right here in the Greater Baltimore area, all coming together for a common cause. That cause is to help young people overcome unfortunate health issues that life sometimes throws our way. Being a local resident, I take pride in supporting in a way that I can the

good work these people do at Johns Hopkins Children's Center. Our company rallies around our goal of raising money and donating portions of our income to help Johns Hopkins Children's Center in their quest to heal young people when they need healing. We are committed to providing outstanding results for buyers and sellers referred to us by our past clients. I have discovered that Johns Hopkins Children's Center shares similar commitments to their patients and since their services survive on sponsorship and donations we are happy to contribute and proud to support them.

Sincerely,  
Vinny Steo