

Exclusive Information from the Vinny Steo Home Selling Team



VINNY STEO
410-793-1616

Call me TODAY for a
free consultation.

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 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 like has to happen for you to have gotten 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 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**).



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There can be no second mile service without going the first mile, so what does this Second Mile look like? Exceeding client's expectations has got to be built into the very fabric of the business from the people's mind set to the systems to the culture. 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 in to 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 be part of that. It's likely as you read this, you have received other newsletters, emails, texts and videos about this. So whether its Donating over \$25,000 to **Johns Hopkins Children's Center**,

pushing a Toy Drive for MUST Ministries, writing a big check to Eagle Ranch so they can upgrade the AC units in their campus housing, or going with RU4 to Nepal to give out water filtration units, 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 client's opportunities and education to Create More Wealth by INVESTING IN REALESTATE. I became a Multi-Millionaire 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 a presentation of great deals to consider investing in. These are just a sample of the REAL ESTATE available for you to invest in.

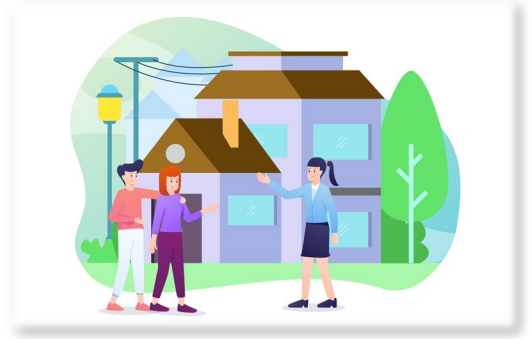
Contrary to popular beliefs, you do not need a lot of your own money to become RICH investing in real estate, but you do need money. We are experts in helping you learn how to use other people's money to buy distress sales and bank foreclosures, unlocking the equity in your own home to buy 3 houses for 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 GO SERVE BIG: THE LIFETIME CUSTOMER SYSTEM.

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 the great people at this historic company 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!!!

Vinny Steo

Your Home Sold Guaranteed!

A handwritten signature in black ink that reads "Vincent Steo". The signature is written in a cursive, flowing style.

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



\$384,909

Small investment! Positive cash flow!



\$320,000

285,000 Quick Return on Investment!



\$195,000

Hot Area, Easy to Rent!

Baltimore, MD - 2 bedrooms 2 baths

COVID-19 Seller Protection Plan

Learn more: www.vinnysteo.com/covid-19-seller-program

How to Unlock The Equity in Your Own Home To Buy 3 Houses for the Price of 1.

Free Over The Phone Consultation with Vinny Steo

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 **410-793-1616**.

*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!

Vinny Steo

Your Home Sold Guaranteed!

ADDITIONAL INVESTMENT OPPORTUNITIES!!



Built-in instant equity!
North East, MD—4 bedrooms 3 bath



Small Investment Big Return!
Baltimore, MD—4 bedrooms 2 bath



Waterfront—Great rental location!
Joppa, MD—3 bedrooms 1.5 bath

Free list with pictures of available properties in
your specific price range and area

**Get Insider Access to Homes Not
Available Online!!!!**

Call us direct at 410-793-1616

FREE Report:

SAVETHOUSANDS
When you Buy Your Next
Property! Call 410-793-1616



Positive Cash Flow!!
Silver Spring, MD—3 bedrooms 2 bath

What our investment Clients have to say...



"My realtor, Krissy with RE/MAX Community, listened and understood that my property was unique, and I wanted a buyer that would love my home the way my family and I had. Their team was different and emphasized how her goal was to make the transaction smooth and with the least amount of hassle to me possible. She delivered and we went under contract with a price that I wanted and no inspections! I'm now able to spend more time traveling and enjoying retirement without having to maintain my larger house!"

- John Arthur

"Our First weekend on the market was very busy. There were multiple showings. My realtor, Aaron Hensley from RE/MAX Community, shared with me what the buyers were saying about the property and guide me through the process. We went under contract quickly at 100% of my list price. They kept me informed as we progressed toward the closing date. Happy to move on to the next chapter of my life. Excellent service!.."

- Marjorie Smith



"Once Matt and I got engaged, our next step was to find our first home! We both met and grew up in the Cecil County area. We both have jobs in the area and it was important for us to stay in the community and be close to our family. And when I saw family, they all wanted to come along and be part of the process. We were already planning for this for quite some time and Bryan was able to translate that into an entire home-buying plan to make sure we got the home we wanted..."

- Haley & Matt



"My Life, my family's life and our future is forever changed for the better."

- Uduma



Your Referrals Help the Kids!



As you may have heard, **Johns Hopkins Children's Center** 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 Your Home Sold Guaranteed have resolved to do what we can to help.

For homes we sell this year, we are donating a portion of our income to Johns Hopkins Children's Center. Our goal is to raise another \$25,000 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 you can pass along our business card to them, I have enclosed a couple here for that purpose. Of course you can always call me direct as well at **410-793-1616**.

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,

Vinny Steo

Your Home Sold Guaranteed Or I'll Buy It!

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

FREE SERVICE FOR MARYLAND HOMEOWNERS

You can receive a free computerized printout of recent Home Sales and Current listings in your 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.

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 Free Computerized Area Home Sales Report Call:
(24/hr recorded message)

1-844-243-9419 ID # 1075

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

RE/MAX
Community

Call Us Today and Start Packing!

410-793-1616

*Seller and Vinny must agree on price and time of possession