

Exclusive Information from The Almaro Team



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925.216.7720



TheAlmaroTeam

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 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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WHOEVER COMPELS YOU TO GO ONE MILE, GO WITH HIM TWO GO SERVE BIG: THE LIFETIME CUSTOMER SYSTEM.

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 The Almaro Team, 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 \$10,000 to Rotary of Concord, ,

pushing a Toy Drive for for Contra Costa Realtors In Motion, writing a big check to Mt. Diablo High School 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 clients opportunities and education to Create More Wealth by INVESTING IN REAL ESTATE. I became an investor 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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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 our client's house to haul off a bunch of old junk they 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 team 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!!!
Leticia Almaro Nicolini
& The Almaro Team
925-216-7720

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 lives 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 team 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



Stratton Cir

Awesome Townhouse Centrally Located
2 bedrooms 2.5 baths, completely updated
kitchen and master bath in Walnut Creek



Chandler Ct

Amazing and Huge Private Backyard in this
Super Clean House
4 bedrooms 2 baths in a peaceful court in
Concord

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**

**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 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

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 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 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 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 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 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 Almaro 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

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

Your Referrals Help the Kids!

BENEFITING



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, that will be doing such great work to help give these young adults a safe and friendly environment to learn and grow. This is why we here 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 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, have them text [LETY to 925-392-3202](tel:925-392-3202). Of course you can always call me direct as well at [925-216-7720](tel:925-216-7720).

You and your referrals mean more than ever to my team and I. 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 you** being a special part of our business.

With all my appreciation,

Leticia Almaro Nicolini
The Almaro Team

A handwritten signature in cursive script that reads 'Leticia'.

To donate to this worthy cause go to: www.ReferralsHelpAutism.com together, we can make a BIGGER difference!

Recent Client's Stories

Seller's Story in Pleasant Hill

Leticia and her team are super energetic and capable. Our property needed a major cleanup and they brought their crew, worked on the house and it looked amazing at the end! 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 are ready to sell a property, Leticia and The Almaro Team are more than capable, highly recommend them.

MICHELLE

Buyer's Story in Brentwood

After finding out that my financial position would not allow me to purchase a home I was very disappointed and upset that I would have to stay at a place that I did not like anymore and would continue to rent for the rest of my life. Leticia and her team consulted with me and after realizing that I truly wanted a place to call my own, we came to the conclusion that a mobile home might work for me. I love the property they found for me, it is exactly what I wanted to buy to do whatever I wanted to do with it, it is now my own home!

SHEILA