

Week 1, 33 Touch

*****FREE Moving Boxes compliments of The Korn Team*****

<<CONTADDBLK>>

<<CONTSALUT>>

Did you know that we offer FREE moving boxes to help you prepare for your move? Whether you are preparing to move and need to pack to stage your home or if you are planning your move just give us a call and we can make arrangements for you to have boxes. Our current and past clients can also use this service to help a friend who needs to clean out their basement. You can offer boxes to your church or charities if they need them to pack up clothes or food. Feel free to email a link to our site or tell your friends, relatives and co-workers that this service is available. This is just another opportunity to say "Thank You" for your continued



business and support by referring The Korn Team. We enjoy being your real estate consultants...for life!

Sincerely,

Brad Korn

REALTOR®

If your property is currently listed with a real estate broker, please disregard our proactive marketing. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Week 2, 33 Touch

<<TODAYSDATE>>

We have some Free gifts for you

<<CONTADDBLK>>

<<CONTSALUT>>

We sincerely appreciate the opportunity to keep in touch with you. We have a series of true life real estate stories and situations we have helped people through. Many of our freinds, family and clients really enjoy reading about real world situations. The real estate transaction is extremely complex. There are many people involved and eveyone needs to have their part of the transaction completed by the closing (we call it a celebration) date. Fortunately for you and your referrals, we have the experience to make sure everyone is completing their part of the transaction. We are going to send you some of the real estate experiences our clients have been through. If you know anyone who might have a similar situation, please contact us and give us their name and contact information. We would like to assess their situation and determine if and how we can best assisst them.

Also, We will be sending you some other life stories (Chicken Soup for the Soul type stories). These stories either caught our attention or a client or friend shared it with us. We thought it would be great to share some of these with you (and if you have a favorite story you have read, please send it to us-we just might use it as one of our letters). Feel free to share these at work, with freinds and family.

It is our experience that our clients' freinds, family and coworkers really enjoy being on this list. If you know someone you think would enjoy these stories and experiences, drop us a note, email or call. We will be glad to add them to our list. We look forward to helping you and your referrals and becoming your real estate consultants for life.

Sincerely,

<<AGENTNAME>>

REALTOR®

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Week 3, 33 Touch

<<CONTSALUT>>

101 Ways to Tell a Child You Love Them

Give him/her lots of little kisses on the nose * Blow raspberries on his/her belly * Look at him/her when you are feeding them * Say "I Love You" a LOT. Some people never get to hear it and I'm so happy it was one of my son's first sentences * Always pay attention to them when they are talking to you/babbling/cooing or whatever * Make sure you are smiling at them and have a pleasant tone of voice while interacting with them * Hold, cuddle, and love on them as much as possible * Smile at them when they first wake up * Dance with them * Sit them in your lap to read stories * Sing to them . . . even if you have the worst voice in the world * Listen to them, and honor even early attempts to communicate * Be excited about every new development and discovery * Let them get messy with art, cooking, or the kiddie pool, and play right along with them * Spend the day in pj's - both of you and bake cookies together, read books, dance and be REALLY loud and silly!! Take baths with them * Play in the sprinkler together * Let them wear their Superman cape to school * Wear their favorite color * Tell them you trust them to make good choices * Take leisurely walks and stop to smell flowers and look at nature * When playing, give your child choices of toys * Let her fingerprint with her food and laugh with him/her, even though it makes a huge mess * Mother your child as you would have liked to be mothered * Be happy to see them when they come into the room * Say sorry when you're wrong * When your toddler reaches for you to take his hand, do it--every time!--no matter how dirty, wet, or sticky it is * Give your baby a massage * Cook with your toddler and never mind the mess * Make up songs (you can use nursery rhyme tunes) to go with your child's activities... * Say yes whenever you can. Do we have time to ride the penny pony at the grocery? Can we stop at the park? Read a book? Scatter toys hither thither? (Yes, sometimes, at least.) * Be polite to your child: talk to them as you would like people to talk to you * Make a mess and who cares * Play in the rain and splash in the puddles * KISSES, KISSES and Lots more KISSES! * PLAY WITH YOUR CHILDREN, tomorrow they'll be adults asking for the keys to your car * Every time you feel like comparing them (favorably or not) to another kid, instead, reassure them that they are the best 'them' there ever was or ever will be * When they bring you a book to share, stop and read it with them, no matter what you're doing * When they're babies (before they can "talk"), imitate their babbles back to them. it tells them you're listening and what they're "saying" is worth listening to * Let your little one give you an eye/dental exam with his/her sticky fingers * Use the nick names that your little talker(s) come up with for anything * Let your toddler brush your hair and fasten all the barrettes in your hair with his sister * Tell them all the things you love them more than. I love you more than chocolate bunnies. I love you more than sunshine. I love you more than fancy glitter * Discipline them with love when they are wrong so that they grow up to be excellent people * Lots of rolling on the floor, laughing and giggling with them * Touch your child every time you greet them. It can be a hug, hair play, whatever * Put down what you're doing to listen to your child when they're talking to you, and make eye contact * Take the time to explain why something is wrong when you have to discipline your child, and that they understand * Let your toddler/preschooler pick out their own clothes from their drawer * Sing "You are my sunshine" to your kids lots * Hold them even if you know they are going to throw up on you * Make up and sing goofy songs with them * Trade foot rubs * Leave extra time while running errands to allow your toddler to walk around the fountain at the library 20 times, or swing from each bike rack twice, without you rushing them along to the next item on your list * Cook healthy, nutritious home cooking for them. Throw out the convenience food and don't buy takeaways * Turn off the tv and video (throw them out even) instead, read to your child/ren, listen to music, play, interact with them * Treat your child like a person * Remember what it was like to be a kid and act like one now and then * Kiss the top of their head when they're in the sling/carrier/in your arms, and tell them how much you love them * Kiss all ten little fingers and all ten little toes, and laugh as they do * As someone said, treat them with respect. And beyond that, model tolerance, acceptance and respect for others, as we're providing the models they'll emulate * Make diaper changing fun! Include funny faces, songs, tickles and noises * Know your own limits * Treat yourself as well as you want your child to treat him/herself as an adult * Don't be afraid to say I'm sorry * Be the first thing your baby sees when s/he wakes up. The smile is priceless * Teach them how to garden right next to you. Hands in dirt, pulling weeds, smelling flowers, caressing pumpkins and eggplant, picking cucumbers and zucchini. running hands along the cornstalks, finding bugs and worms and learning how they help the garden * Remember that emotional needs are every bit as important as physical needs * Let them know you are there to help them through all of their emotions, even the sad and angry ones. No one should ever have to cry alone * Remember that infancy and toddlerhood will pass in the blink of an eye. The challenging phase they are in now will soon be a distant memory, but the gentle support you gave will stay with them forever * Give them the freedom to develop at their own pace, without pushing them to match the timetable set out in a book * Help them become the person they naturally are, not the person you want them to be * Address your toddler using the name he calls himself * Tell your child every day how grateful you are to have him * Go into details about what you love about your child. Concentrate on who they are and not what they do, so they know your love is unconditional on their behaviour. Kids love to hear them and NEED to hear them * Pray with your child/share your spirituality * Let your child hear you thanking God for them * Speak positively about your child to others when you know he is listening * Never speak negatively about your child when there is any possibility he can overhear * Listen to your child * Read to your child, and respect his choices. Be patient if that means reading the same story over and over again * Show your delight in spending time with your child * If you ever get cross at your child make sure you apologize and remind him how you really feel * Put little surprise love notes in their lunch boxes * Get to know their friends * Cuddle him off to sleep * Cuddle your child as she wakes up each morning * Take lots of photos and/or video and look through these together often, sharing funny stories about the best times * Cook their favourite meal * Teach them some "clean" jokes and laugh along together * Teach them the sign for "I love you" and use it a LOT * Blow kisses across the room at them * Enlist their help in choosing gifts or planning surprises for their other parent * Let them stay in the bath as long as they like, at least occasionally * Be sensitive when they are feeling overwhelmed. Be there to help them regain control and to provide comfort * Have a nickname for them that shows how special you think they are * Be patient * Create family traditions * Just LOVE them!!

Sincerely,

Week 4, 33 Touch

<<TODAYSDATE>>

Buying Real Estate Is Not Day Trading

<<CONTADDBLK>>

<<CONTSALUT>>

Just a note to let you know how we may be able to help you or someone you refer to us.

Daille & Nel were getting a jump start on her home search by exploring the internet. The challenge was that they were overwhelmed by all the information and realized they needed a Realtor to explore her options.

We showed them properties they identified on the net and then introduced them to other properties that they were not aware of, including new construction.

Daille and Nel learned that they could design their own home and we helped them to get more house than they ever thought they could buy!

If you or someone you know is surfing the net for a home, visit us at:
www.kornteam.com

Sincerely,

<<AGENTNAME>>

REALTOR®

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Week 5, 33 Touch

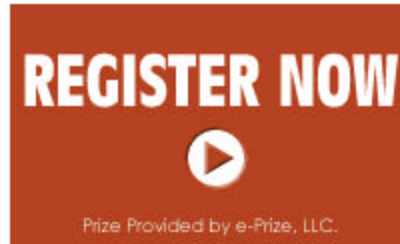
<<TODAYSDATE>>

*****Win \$50,000 from The Korn Team*****

<<CONTADDBLK>>

<<CONTSALUT>>

Did you know that we offer a **FREE** drawing when you visit our website? There is no obligation to buy or sell, just a chance to have a great New Year. The next drawing is March 31st. Good Luck! Feel free to email a link to our site to everyone you know, or tell your friends, relatives and co-workers. It's FREE and is available to anyone. This is just another opportunity to say "Thank You" for your continued business and support by referring The Korn Team. We enjoy being your real estate consultants...for life!



visit: www.kornteam.com

Watch for other great discounted and **FREE** services coming to a mailbox near you.

Sincerely,

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Week 6, 33 Touch

<<TODAYSDATE>>

The Right Advice Can Save Time and Money

<<CONTADDBLK>>

<<CONTSALUT>>

Just a quick note to let you know how we may be able to help the family, friends, and work associates you refer to us.

We had seen a "For Sale By Owner" sign and stopped to talk to the seller. The homeowner, Eileen, said she was confident she could sell the house herself and if not, had a friend in real estate who could help. We thanked her and told her to call if she ever needed our services.

Months later Eileen called to say the house hadn't sold and she hadn't heard from the other agent. She asked if we could give her advice on the price. We advised her that the house would sell faster and at a higher price if she replaced the carpet and spruced up the front for curb appeal. Eileen agreed. We listed the house and it sold in 16 days!

If you or someone you know needs advice on how to sell their home quickly and at the highest possible price, please give us a call.

Sincerely,

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Week 7, 33 Touch

Two Brothers

<<CONTSALUT>>

Two brothers worked together on the family farm. One was married and had a large family. The other was single. At the day's end, the brothers shared everything equally, produce and profit.

Then one day the single brother said to himself, "It's not right that we should share equally the produce and the profit. I'm alone and my needs are simple." So each night he took a sack of grain from his bin and crept across the field between their houses, dumping it into his brother's bin.

Meanwhile, the married brother said to himself, "It's not right that we should share the produce and the profit equally. After all, I'm married and I have my wife and my children to look after me in years to come. My brother has no one, and no one to take care of his future." So each night he took a sack of grain and dumped it into his single brother's bin.

Both men were puzzled for years because their supply of grain never dwindled. Then one dark night the two brothers bumped into each other. Slowly it dawned on them what was happening. They dropped their sacks and embraced one another.

By Source Unknown
From Brian Cavanaugh's More Sower's Seeds
from Condensed Chicken Soup for the Soul

Sincerely,



<<AGENTNAME>>

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Week 8, 33 Touch

<<TODAYSDATE>>

THE BEST HOUSE ON THE STREET IS NOT ALWAYS A GOOD THING

<<CONTADDBLK>>

<<CONTSALUT>>

Just a note to let you know how we may be able to help you or someone you refer to us.

Tony and Joanne were considering remodeling and adding on to the back of their home, but were concerned that they might be over improving the property for their street.

They called us for a consultation. Our full time real estate expertise combined with Keller Williams state of the art technology allowed us to compare the final cost of their plans versus the current and projected market value of their home. We found that their plans for expansion would cost more than purchasing another home with similar square footage and amenities.

If you know of someone in a similar situation who just wants to learn and explore their options, please let us know. Remember, everyone wants to live in the best house on the street, but no one wants to pay for it!

Sincerely,

<<AGENTNAME>>



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Week 9, 33 Touch

<<TODAYSDATE>>

*****We have a Moving Truck Available*****

<<CONTADDBLK>>

<<CONTSALUT>>

Did you know that we offer use of our courtesy moving van? Whether your church is taking donations to Goodwill or your favorite charity needs to get supplies from one location to another, you can donate our truck on your behalf! Did you just purchase a couch, bedroom set or a new big screen TV? Just be sure to call with as much notice as possible. Our truck is available on 'first come, first serve'. Feel free to email a link to our site or tell your friends, relatives and co-workers that this service is available. This is just another opportunity to say "Thank You" for your continued business and support by referring The Korn Team. We enjoy being your real estate consultants...for life!



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Week 10, 33 Touch

<<TODAYSDATE>>

Peace of Mind

<<CONTADDBLK>>

<<CONTSALUT>>

Just a quick note to let you know how we may be able to help the family, friends, and work associates you refer to us.

Having a professional Realtor can give you "peace of mind."

With the new job transfer coming, John and Valerie decided they needed to market their house quickly.

Meanwhile, they didn't want to give up the extended trip they had planned to Florida to get the new jobs, house, and things in order so they could relax before they moved. They listed their house with The Korn Team and gave us forwarding numbers, and boarded the plane to Florida. An offer came in the following week. Phone calls were made, contracts were faxed, and e-mails clarified and documented all communications. By the time John and Valerie returned, inspections were being done, and the buyer's financing was approved.

Whether you are in town or away, The Korn Team can provide you with the peace of mind that comes with confidence in your own professional agents. Just give us a call when you are ready to sell!

If you or someone you know needs advice on how to sell their home quickly and at the highest possible price, while they are out of town or vacationing ... please give us a call.

Sincerely,



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Week 11, 33 Touch

<<TODAYSDATE>>

The Perfect Dog

<<CONTSALUT>>

During summer vacations, I would volunteer at the vets, so I'd seen a lot of dogs. Minnie was by far the funniest-looking dog I'd ever seen. Thin curly hair barely covered her sausage-shaped body. Her bugged-out eyes always seemed surprised. And her tail looked like a rat's tail.

She was brought to the vet to be put to sleep because her owners didn't want her anymore. I thought Minnie had a sweet personality, though. "No one should judge her by her looks," I thought.

So the vet spayed her and gave her the necessary shots. Finally, I advertised Minnie in the local paper: "Funny-looking dog, well behaved, needs loving family."

When a young man called, I warned him that Minnie was strange looking. The boy on the phone told me that his grandfather's sixteen-year-old dog had just died. They wanted Minnie no matter what.

I gave Minnie a good bath and fluffed up what was left of her scraggly hair. Then we waited for them to arrive.

At last, an old car drove up in front of the vets. Two kids raced to the door. They scooped Minnie into their arms and rushed her out to their grandfather, who was waiting in the car. I hurried behind them to see his reaction to Minnie.

Inside the car, the grandfather cradled Minnie in his arms and stroked her soft hair. She licked his face. Her rattail wagged around so quickly that it looked like it might fly off her body. It was love at first lick.

"She's perfect!" the old man exclaimed.

I was thankful that Minnie had found the good home that she deserved.

That's when I saw that the grandfather's eyes were a milky white color--he was blind.

Sincerely,



<<AGENTNAME>>

**The
KornTeam**

REALTOR®

ps. *Feel Free to share this with friends, family and co-workers.* If your property is currently listed with a real estate broker, please disregard our proactive marketing. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Week 12, 33 Touch

<<TODAYSDATE>>

Bought The House Without Seeing It!

<<CONTADDBLK>>

<<CONTSALUT>>

Just a note to let you know how I would help anyone you might refer to me. A client writes:

"Brad and I were transferred to Kansas City from Omaha, Nebraska. A relative referred us to The Korn Team. They sent us listing information on 36 homes in our price range along with information on neighborhoods, schools, etc. We had five days over a long weekend to find a house.

We immediately ran into a major problem. With the fast moving real estate market, the best homes were sold before we could get to see them. The houses in good condition and priced right were selling quickly. What was left was overpriced or needed more work than we had time to do before moving in.

We were very disappointed and Brad had to return to complete an important project. I continued looking and a short time later The Korn Team found a perfect house that had just been listed the previous day. We called Brad, faxed the contract for his signature, and bought the house without him even seeing it."

Sally

If this sounds like the kind of service someone you know deserves, please give me their number so that I can call and help them too.

Sincerely,



<<AGENTNAME>>

The Korn Team

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Week 13, 33 Touch

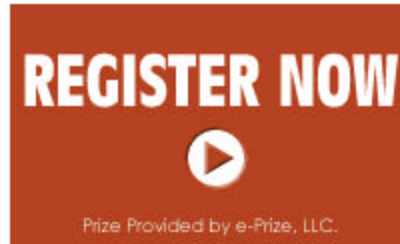
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<<CONTADDBLK>>

<<CONTSALUT>>

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Week 14, 33 Touch

<<TODAYSDATE>>

A Home Of Our Very Own

<<CONTADDBLK>>

<<CONTSALUT>>

Just a note to let you know how I would help anyone you might refer to me.

A client writes: "Mark and I were going to be married and wanted to own a house so that we would never be trapped in paying rent. Our problem was that although we both had good jobs and good credit, we were paying for our own wedding and had very little cash.

The Korn Team found a lender that had a very low down payment loan and had us pre-approved before we even started to look at houses. They then sent us a list of homes to drive by and look over. Brad and his team also started on thier HomeFinder search. That means that they checked newly listed homes every day and sent them to us. We drove by them ourselves and called them when we wanted to view the inside of one.

We must have seen at least ten homes before we walked into the 'right' one. The Korn Team helped us negotiate a contract that closed on our house three weeks before the wedding. Now we own our own home and the payments are very little more than we would have paid for rent."

Kathleen

If this sounds like the kind of service someone you know deserves, please give me their number so that I can call and help them too.

Sincerely,



<<AGENTNAME>>

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Week 15, 33 Touch

<<TODAYSDATE>>

Too Much Lawn To Mow!

<<CONTADDBLK>>

<<CONTSALUT>>

Just a note to let you know how I would help anyone you might refer to me.

A client writes: "John and I bought our four bedroom central foyer colonial 25 years ago. It has been a great home for us. But now the children are all away on their own. John and I are very busy with careers and social engagements. There is just too much lawn to mow, too much carpet to vacuum.

When we met with The Korn Team, we had three major concerns. We wanted a nice family to purchase the house who would love it as we did and would fit in with the neighborhood. We also wanted a good price because we had significantly upgraded the house and maintained it well. We wanted to live in a modern, roomy place without the maintenance.

Brad and his team suggested some minor improvements to make our home show better, installed a 24 hour information line about our home, and sold the house in three weeks. They also found us a newer townhouse and coordinated both closings on the same day. We recommend Brad and The Korn Team for your next move"

If this sounds like the kind of service someone you know deserves, please give me their number so that I can call and help them too.

Sincerely,



<<AGENTNAME>>

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Week 16, 33 Touch

<<TODAYSDATE>>

House Is Vacant, Sell It Fast!

<<CONTADDBLK>>

<<CONTSALUT>>

Just a note to let you know how I would help anyone you might refer to me. A client writes:

"We had a tenant move out of a rental house we had owned for many years. We wanted to sell the house but it had been left in deplorable condition. I had been referred to The Korn Team and called them for advice. They recommended a handyman for some repairs, a painter, and a landscaper. Since the house was vacant, they recommended that once the house was cleaned up we price it carefully to attract a buyer quickly. Brad and his team then implemented a marketing plan that was designed to attract a buyer quickly. Within a week there were two offers from highly qualified buyers who were pre-approved for their home loans. The house was sold for full price with a closing in less than 30 days."

If this sounds like the kind of service someone you know deserves, please give me their number so that I can call and help them too.

Sincerely,



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Week 17, 33 Touch

Follow Up Call....

Week 18, 33 Touch

<<TODAYSDATE>>

May I Ask You to Call Me?

<<CONTADDBLK>>

<<CONTSALUT>>

Just a quick note to let you know how I can serve the people you refer to me.

Recently a client asked, is the best way to refer people I care about to you? The reason he asked was that in the past few weeks, he had recommended a friend and two colleagues to me. I asked him the names of the people he referred. To our surprise, only one of the three had actually contacted me.

The advice I gave him was to call me directly whenever he knew someone who could benefit from my service, and we could discuss the best way for me to connect with his friends and family. The good news is, now my client is calling me directly whenever the people he cares about need my service. The result is that his referrals are getting the advice they need to make the wisest real estate decisions.

When you want to refer a family member, friend or colleague to me, simply call me directly so we can discuss the best way to approach them. Remember, a referral is sending someone you care about to someone you respect.

Sincerely,
<<AGENTNAME>>

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Week 19, 33 Touch

<<CONTSALUT>>

"She said she'd call me in the morning...."



That first night was wonderful! All the promises, all the excitement! Yes, this was really going to work. But ...She lost interest. Very soon, the initial excitement died and then she stopped calling. If I want to find out what's going on, I have to call. It was supposed to be a moving experience, but now, my house remains unsold and here I sit. I should have listened. It really does make a difference which Realtor you choose to sell your home. It makes so much sense to me now....

I should have called The Korn Team first!"

call **The Korn Team**
KELLER WILLIAMS
REALTY

Sin- (816) **224-KORN** 5676

cerely,

Kim Lucas, Wendy Linebaugh, Sonya & Brad Korn, Shea Painter, Jen Owens

<<AGENTNAME>>

ps. **Feel Free to share this with friends, family and co-workers.** If your property is currently listed with a real estate broker, please disregard our proactive marketing. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Week 20, 33 Touch

<<CONTSALUT>>

A Sense of a Goose

When you see geese flying along in "V" formation, you might consider what science has discovered as to why they fly that way. As each bird flaps its wings, it creates an uplift for the bird immediately following. By flying in "V" formation, the whole flock adds at least 71 % greater flying range than if each bird flew on its own.

People who share a common direction and sense of community can get where they are going more quickly and easily because they are traveling on the thrust of one another.

When a goose falls out of formation, it suddenly feels the drag and resistance of trying to go it alone - and quickly gets back into formation to take advantage of the lifting power of the bird in front.

*If we have as much sense as a goose,
we will stay in formation with those people who are headed the same way we are.*

When the head goose gets tired, it rotates back in the wing and another goose flies point.

It is sensible to take turns doing demanding jobs, whether with people or with geese flying south.

Geese honk from behind to encourage those up front to keep up their speed.

What messages do we give when we honk from behind?

Finally-and this is important-when a goose gets sick or is wounded by gunshot, and falls out of formation, two other geese fall out with that goose and follow it down to lend help and protection. They stay with the fallen goose until it is able to fly or until it dies, and only then do they launch out on their own, or with another formation to catch up with their group.

If we have the sense of a goose, we will stand by each other like that.

Author Unknown

Sincerely,

<<AGENTNAME>>

REALTOR®

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The KornTeam

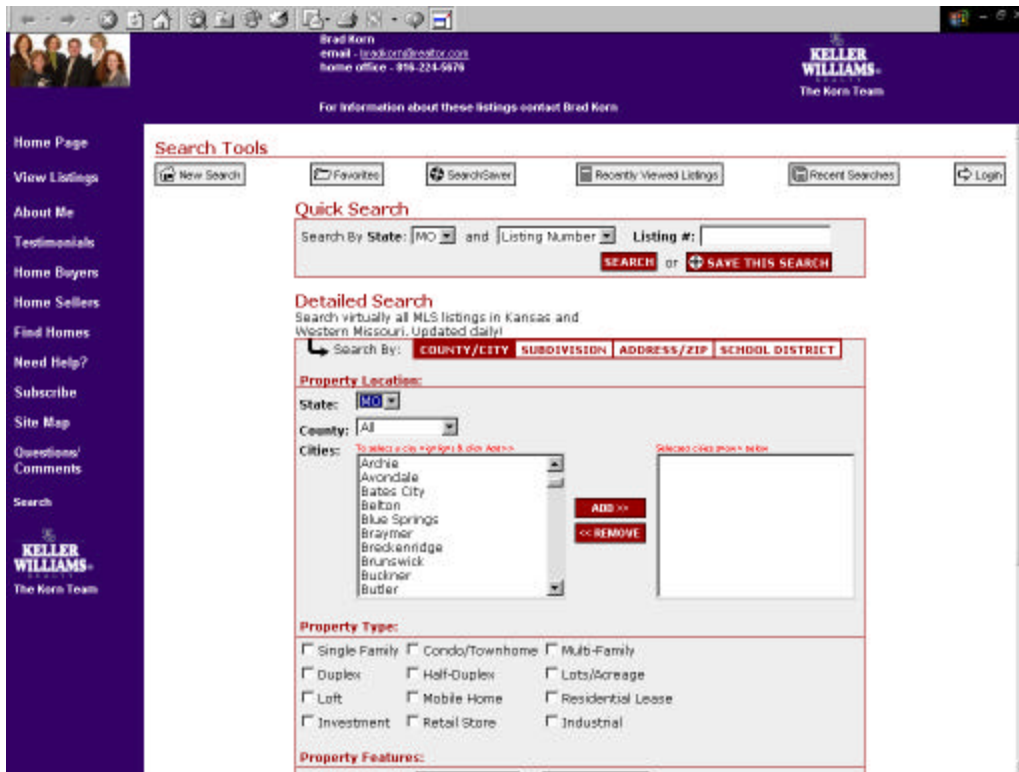
Week 21, 33 Touch

<<TODAYSDATE>>

FREE Property Searches from The Korn Team

<<CONTSALUT>>

Did you know that we offer FREE searches for all properties in the Greater Kansas City area? Whether you are planning to purchase a home in the near future, you know someone else who is that would benefit from our free search, or you just want to surf the real estate web, our site will allow you to do that. You can even save your searches or just contact The Korn Team if you have questions about a property. Feel free to email a link to our site or tell your friends, relatives and co-workers that this service is available. This is just another opportunity to say "Thank You" for your continued business and support by referring The Korn Team. We enjoy being your real estate consultants...for life!



Sincerely,
<<AGENTNAME>>

The Korn Team
REALTOR®

If your property is currently listed with a real estate broker, please disregard our proactive marketing. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Week 22, 33 Touch

<<CONTSALUT>>

DID YOU HUG YOUR CHILD TODAY?

Don't all of us love our children? Let's show it

On one bright morning as I was driving, I suddenly came across an unusual bumper sticker on the car directly ahead, which jolted me out of my reverie. It said "DID YOU HUG YOUR CHILD TODAY?" The bold, red letters stared at me. I changed lanes. Minutes later, the bumper sticker reappeared, insisting that I face the question. I shivered as I recalled that I had not hugged my child that day. And I wasn't really certain about the day before either.

Feeling more like a monster than a mother, I decided to find out how other parents would respond to the question that had shaken me so. At our next parents' group meeting at the school, I wrote DID YOU HUG YOUR CHILD TODAY? in huge capital letters on the black board and waited for their reaction. Nearly everyone pretended as if they hadn't seen the question. Finally, probed by a few parents who dared to face themselves, we spent the next two hours being scrupulously - and sometimes painfully - honest. Almost all of us admitted that we hadn't hugged our children that day, in fact many of us realized that hugging was generally out of style. We were quick to criticize our children, but slow to compliment them. We often admired them, but seldom expressed our admiration. Bit by bit, we uncovered the reasons as to why our behaviour as parents failed to demonstrate our real feelings for our children.

A hug isn't simply an embrace. Not so. I realized that my children feel like they are hugged when I prepare their favourite dish. We concluded that a tone of voice can be a hug. So can a smile, a wink a squeeze of the hand, a ruffling of the hair, an arm across the shoulder, a note on the pillow, or a simple whispered "Good luck". Some parents especially fathers, seem embarrassed by any display of affection. Worse still, they are even afraid of spoiling their children with praise. Yes, parent often worry about their children developing inflated opinions of themselves. But, in fact when we don't express appreciation they might end up having low self-esteem.

Fortunately, there are ways to train ourselves to appreciate and hug our children. Sometimes the praise may come easily, but the child who is hardest to hug needs it the most. So make hugging your child the daily ritual. Parents who have lost a child acquire a viewpoint that offers a lasting message for every mother and father. When I see parents impatient, bored or tired of their children, I wish I could say to them, "But they are alive, what if...?"

A mother who lost her son (aged 17) to brain cancer wrote these words: "Never have I felt the wonder, beauty and joy of life so keenly as now in my grief that my son is not here to enjoy them." We have to embrace our children with a little added rapture and a keener awareness of joy. Any parent who does so will never have to change lanes again, when confronted with the question, "**DID YOU HUG YOUR CHILD TODAY?**"

J.N. Barnes; Femina, 1 October, 1996 p. 52 "Soap Box"

Sincerely,



<<AGENTNAME>>

The Korn Team
REALTOR®

PS. *Feel Free to share this with friends, family and co-workers.* If your property is currently listed with a real estate broker, please disregard our proactive marketing. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Week 23, 33 Touch

<<CONTSALUT>>

Friends - Simple vs. Real

A simple friend has never seen you cry.

A real friend has shoulders soggy from your tears.

A simple friend doesn't know your parents' first names.

A real friend has their phone numbers in his address book.

A simple friend brings a bottle of wine to your party.

A real friend comes early to help you cook and clean.

A simple friend hates it when you call after he has gone to bed.

A real friend asks you why you took so long to call.

A simple friend seeks to talk with you about their problems.

A real friend seeks to help you with your problems.

A simple friend wonders about your romantic history.

A real friend could blackmail you with it.

A simple friend, when visiting, acts like a guest.

A real friend opens your refrigerator and helps himself.

A simple friend thinks the friendship is over when you have an argument.

A real friend knows that it's not a friendship until after you've had a fight.

A simple friend expects you to always be there for them.

A real friend expects to always be there for you!

Author Unknown

Sincerely,



<<AGENTNAME>>

The KornTeam

REALTOR®

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Week 24, 33 Touch

<<CONTSALUT>>

True Forgiveness

Forty-three years seems like a long time to remember the name of a mere acquaintance. I have duly forgotten the name of an old lady who was a customer on my paper route when I was a twelve-year-old boy in Marinette, Wisconsin back in 1954. Yet it seems like just yesterday that she taught me a lesson in forgiveness that I can only hope to pass on to someone else someday.

On a mindless Saturday afternoon, a friend and I were throwing rocks onto the roof of the old lady's house from a secluded spot in her backyard. The object of our play was to observe how the rocks changed to missiles as they rolled to the roof's edge and shot out into the yard like comets falling from the sky.

I found myself a perfectly smooth rock and sent it for a ride. The stone was too smooth, however, so it slipped from my hand as I let it go and headed straight for a small window on the old lady's back porch. At the sound of fractured glass, we took off from the old lady's yard faster than any of our missiles flew off her roof.

I was too scared about getting caught that first night to be concerned about the old lady with the broken porch window. However, a few days later, when I was sure that I hadn't been discovered, I started to feel guilty for her misfortune. She still greeted me with a smile each day when I gave her the paper, but I was no longer able to act comfortable in her presence.

I made up my mind that I would save my paper delivery money, and in three weeks I had the seven dollars that I calculated would cover the cost of her window. I put the money in an envelope with a note explaining that I was sorry for breaking her window and hoped that the seven dollars would cover the cost for repairing it.

I waited until it was dark, snuck up to the old lady's house, and put the envelope of retribution through the letter slot in her door. My soul felt redeemed and I couldn't wait for the freedom of, once again, looking straight into the old lady's eyes.

The next day, I handed the old lady her paper and was able to return the warm smile that I was receiving from her. She thanked me for the paper and said, "Here, I have something for you." It was a bag of cookies. I thanked her and proceeded to eat the cookies as I continued my route.

After several cookies, I felt an envelope and pulled it out of the bag. When I opened the envelope, I was stunned. Inside was the seven dollars and a short note that said, "I'm proud of you."

Source: A 5th Portion of Chicken Soup for the Soul , by Jack Canfield and Mark Victor Hansen

Sincerely,



<<AGENTNAME>>

The KornTeam
REALTOR®

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Week 25, 33 Touch

<<TODAYSDATE>>

*****We have a Moving Truck Available*****

<<CONTADDBLK>>

<<CONTSALUT>>

Did you know that we offer use of our courtesy moving van? Whether your church is taking donations to Goodwill or your favorite charity needs to get supplies from one location to another, you can donate our truck on your behalf! Did you just purchase a couch, bedroom set or a new big screen TV? Just be sure to call with as much notice as possible. Our truck is available on 'first come, first serve'. Feel free to email a link to our site or tell your friends, relatives and co-workers that this service is available. This is just another opportunity to say "Thank You" for your continued business and support by referring The Korn Team. We enjoy being your real estate consultants...for life!



Sincerely,

<<AGENTNAME>>

The Korn Team
REALTOR®

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Week 26, 33 Touch

<<CONTSALUT>>

Instructions For Life

Give people more than they expect and do it cheerfully.

Don't believe all you hear, spend all you have, or sleep all you want.

When you say, "I love you", mean it.

When you say, "I'm sorry", look the person in the eye.

Never laugh at anyone's dreams. People who don't have dreams don't have much.

Love deeply and passionately. You might get hurt but it's the only way to live life completely.

Talk slowly but think quickly.

Remember that great love and great achievements involve great risk.

When you lose, don't lose the lesson.

Remember the three R's: Respect for self; Respect for others; Responsibility for all your actions.

Don't let a little dispute injure a great friendship.

When you realize you've made a mistake, take immediate steps to correct it.

Smile when picking up the phone. The caller will hear it in your voice.

Open your arms to change, but don't let go of your values.

Read more books and watch less TV.

Live a good, honorable life. Then when you get older and think back, you'll get to enjoy it a second time.

Share your knowledge. It's a way to achieve immortality.

Read between the lines.

Never interrupt when you are being flattered.

Mind your own business.

Once a year, go someplace you've never been before.

If you make or have a lot of money, put it to use helping others while you are living.

That is wealth's greatest satisfaction.

Remember that *not* getting what you want is sometimes a stroke of luck.

Judge your success by what you had to give up in order to get it.

Remember that your character is your destiny.

Sincerely,



<<AGENTNAME>>

The KornTeam

REALTOR®

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Week 27, 33 Touch

<<CONTSALUT>>

When you thought I wasn't looking, by a Child....

When you thought I wasn't looking, I saw you hang my first painting on the refrigerator, and I immediately wanted to paint another one.

When you thought I wasn't looking, I saw you feed a stray cat, and I learned that it was good to be kind to animals.

When you thought I wasn't looking, I saw you make my favourite cake for me and I learned that little things can be the special things in life.

When you thought I wasn't looking, I heard you say a prayer, and I knew there is a God I could always talk to and I learned to trust in God.

When you thought I wasn't looking, I saw you make a meal and take it to a friend who was sick, and I learned that we all have to help take care of each other.

When you thought I wasn't looking I saw you give of your time and money to help people who had nothing, and I learned that those who have something should give to those who don't.

When you thought I wasn't looking, I felt you kiss me goodnight and I felt loved and safe.

When you thought I wasn't looking, I saw you take care of our house and everyone in it, and I learned we have to take care of what we are given.

When you thought I wasn't looking, I saw tears come from your eyes and I learned that sometimes things hurt, but it's alright to cry.

When you thought I wasn't looking, I learned most of life's lessons that I need to know to be a good and productive person when I grow up.

When you thought I wasn't looking, I looked at you and wanted to say, Thanks for all the things I saw.....when you thought I wasn't looking!

Written by Mary Rita Schilke Korzan

Source: Stories from the Heart: Over 100 Stories to Encourage Your Soul

Each of us, as a parent, grandparent, uncle, aunt or friend, influences the life of a child.

Sincerely,

<<AGENTNAME>>

 REALTOR®

P.S. Did you enjoy this story? **Feel free to share it with freinds, family and co-workers.** If your property is currently listed with a real estate broker, please disregard our proactive marketing. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

The KornTeam

Week 28, 33 Touch

<<TODAYSDATE>>

"We Sold Our House in only 3 Days" And You Can Too!!!

<<CONTADDBLK>>

<<CONTSALUT>>

It all started when we found out we were being relocated to Arizona and had to sell our dream home. The move was a great opportunity for us, but the thought of selling the home we had lived in and loved for only 12 months was thoroughly depressing. The hope of some day coming back to the Kansas City area and to all the wonderful friends we've made here in that short time kept us going.

Choosing the right Realtor to market our home was very important to us!! We interviewed 5 different Realtors. After talking with The Korn Team we knew these were the agents we could trust to represent our best interests. We knew they had been involved in this development from the very beginning, and with the marketing systems they were using, there really was no other choice.

Because we had been living here for such a short time, we hadn't had the opportunity to purchase decorative pieces for our home. That was no problem for Brad and his team. Before our home was marketed, they made simple suggestions that helped our home transform into a home that looked like a model home.

But here's the best part. Three days later The Korn Team brought us two offers and we actually sold our home for \$1000 more than it was listed for. They negotiated a 30 day close of escrow and a "rent-back which enabled us to stay in our home until school was out. Every detail of the transaction including escrow were handled efficiently by The Korn Team. They really mean it when they say, no matter how many clients they have, you'll always feel like their only client."

Sincerely,



<<AGENT I NAME>>

The Korn Team
REALTOR®

If your property is currently listed with a real estate broker, please disregard our proactive marketing. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Week 29, 33 Touch

*****FREE Moving Boxes compliments of The Korn Team*****

<<CONTADDBLK>>

<<CONTSALUT>>

Did you know that we offer FREE moving boxes to help you prepare for your move? Whether you are preparing to move and need to pack to stage your home or if you are planning your move just give us a call and we can make arrangements for you to have boxes. Our current and past clients can also use this service to help a friend who needs to clean out their basement. You can offer boxes to your church or charities if they need them to pack up clothes or food. Feel free to email a link to our site or tell your friends, relatives and co-workers that this service is available. This is just another opportunity to say "Thank You" for your continued



business and support by referring The Korn Team. We enjoy being your real estate consultants...for life!

Sincerely,
Brad Korn
REALTOR®

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Week 30, 33 Touch

72 Reasons to use or refer a Referral only Real Estate Consultant

<<CONTSALUT>>

One of the many advantages of a "By referral only" consultant is that I spend 100% of my time taking care of my clients needs and their properties. Unlike most Real Estate Salespeople that spend 80% of their time prospecting for new business.

What that means to you is that in over 13 years of experience and hundreds of successful closings I have the experience and the tools to overcome each and every problem encountered here, however, it would be unfair for me to say that every problem can be solved. On the following pages I have listed and numbered these problems. I have placed a delay of closing estimate next to each problem and the ones with asterisks (*) are potential deal-killers.

The Lender:

1. Lender does not properly pre-qualify borrower. 2 weeks or *
2. Lender decides last minute they don't like borrower. 2 weeks or *
3. Lender decides last minute they don't like the property. 2 weeks or *
4. Lender wants property repaired or cleaned prior to close 1 to 3 weeks
5. Lender raises rates, points, or costs. 2 weeks or *
6. Borrower does not qualify because of a late addition of information. 2 weeks or *
7. Lender requires, last minute, a re-appraisal. 2 weeks
8. The borrower does not like the fine print in the loan documents that we receive 3 days before close. 3 days or *
9. Lender loses file. 1 to 3 weeks
10. The lender does not simultaneously ask for information from the buyer, they ask for information in bits and pieces. 1 to 4 weeks
11. Lender pulls a "Bait & Switch" on the buyer. 2 weeks or *
12. Lender does not have the money, so makes up some excuse for rejecting the buyer. 2 weeks or *

The cooperative agent:

13. Won't return phone calls. 1 to 3 weeks
14. Transfer to another office. 1 week
15. Did not pre-qualify the client for motivation. 2 weeks or *
16. Goes on vacation and leaves no one to handle file. 1 to 4 weeks
17. Does not understand or lacks experience in real estate. 1 week or *
18. Poor people skills with buyer. 1 to 3 weeks
19. Gets client upset over minor points. 1 to 3 weeks
20. Does not communicate with their client. 1 to 4 weeks

The Buyer:

21. Did not tell the truth on loan application. 1 week or *
22. Did not tell the truth to their agent. 1 week or *
23. Submits incorrect tax returns to lender. 4 weeks or *
24. Lacks motivation. 1 week or *
25. Source of down payment changes. 1 week or *
26. Family members do not like purchase. 1 week or *
27. Is too picky regarding condition. 1 week or *
28. Finds another property that is a better deal. 1 week or *

Week 30, 33 Touch

29. They are "nibblers" (always negotiating). 1 week or *
30. The buyers bring an attorney into the picture. 2 weeks or *
31. They do not execute paperwork in a timely manner. 3 weeks or *
32. They do not deliver their money in a "check cleared" fashion to the closing agent. 1 to 2 weeks
33. Job change, illness, divorce, or other financial setback. 3 weeks or *
34. Comes up short on money. 1 week or *
35. Does not obtain insurance in a timely manner. 1 to 4 weeks

Escrow:

36. Fails to notify agents of unsigned or un-returned documents so that the agents can cure the problems relating to same. 1 week or *
37. Fails to obtain information from beneficiaries, lien holders, title companies, insurance companies, or lenders in a timely manner. 1 week or *
38. Lets principals leave town without getting necessary signatures. 1 to 2 weeks
39. Incorrect at interpreting or assuming aspects of the transaction and then passing these items on to related parties such as lenders, attorneys, buyers and sellers.
40. Loses paperwork. 1 to 3 weeks
41. Incorrectly prepares paperwork. 1 to 3 weeks
42. Does not pass on valuable information fast enough. 1 to 4 weeks
43. Does not coordinate well so that many items can be done simultaneously. 1 to 4 weeks

Seller:

44. Loses motivation (i.e. job transfer did not go through, etc.). 1 week or *
45. Illness, divorce, etc. 1 week or *
46. Has hidden defects that are subsequently discovered. 1 week or *
47. Unknown defects are discovered. 1 week or *
48. Home inspection reveals average amount of small defects that seller is un-willing to repair. 1 week or *
49. Gets an attorney involved. 1 week or *
50. Removes property from the premises that they buyer believed was included. 1 to 3 weeks
51. Is unable to clear up problems or liens. 1 week or *
52. Last minute solvable liens are discovered. 1 to 3 weeks
53. Seller did not own 100% of property as previously disclosed. 1 week or *
54. Seller thought partners signatures were "no problem" but they were! 1 week or *
55. Seller leaves town without giving anyone power of attorney. 1 to 4 weeks
56. The notary did not make a clear stamp. 3 days or one week when notarizing the seller's signatures.
57. Seller delays the projected move-out date. 1 day or *

Acts of God:

58. Earthquake, tornado, fire, slides, etc. 1 week or *

The Appraisal:

59. The appraiser is not local and misunderstands the market. 1 to 3 weeks
60. No comparable sales available. 1 week or *
61. Appraiser delays (too busy etc.). 1 to 3 weeks
62. Incorrect appraisal. 1 to 3 weeks
63. Appraisal too low. 1 week or *

Week 30, 33 Touch

Inspection Company:

- 64. Too picky. 1 day or *
- 65. Scares buyer. 1 week or *
- 66. Infuriates seller. 1 week or *
- 67. Makes mistakes. 1 to 3 weeks
- 68. Delays report. 1 week or *

The Title Company:

- 69. Does not find liens or problems until last minute. 1 week or *
- 70. Does not bend rules on small problems. 1 to 3 weeks
- 71. Poor service. 1 to 3 weeks
- 72. Loses paperwork. 1 to 2 weeks

Sincerely,

<<AGENTNAME>>

REALTOR®

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Week 31, 33 Touch

<<TODAYSDATE>>

They Wanted to Marry Each Other, Not a House

<<CONTADDBLK>>

<<CONTSALUT>>

Just a quick note to let you know how I might help you or anyone you would refer to me. Recently, I was able to help a young engaged couple, Ernie and Jessica get their first home and referred them to a lender to buy their first home.

Ernie and Jessica wanted to buy a home instead of renting and knew what they were looking for in a first home. However, they also had plans for a nice honeymoon and of course had a wedding to pay for. They needed to balance a honeymoon, a wedding, and buying a home all on a "starting out" budget.

They did find a house they thought was perfect, until the home inspector gave them the bad news. There was no way they could buy this house and then use all their money to fix it up. They wanted to marry each other, not a house! They were a bit discouraged, but waited a couple of months and started looking again.

After some time passed, they did find the perfect home, a townhouse in great shape. The home inspector gave his blessing as well. The great news is that they were able to take advantage of a special discounted program (with no PMI) for first time buyers that allowed them to borrow 100% of the cost of the house.

If you know of anyone starting out but is concerned about being able to afford it all, have them call me so I can help them like I helped Ernie and Jessica.

Sincerely,



<<AGENTNAME>>

The Korn Team

REALTOR®

PS: If you or someone you know would like a free consultation to understand the entire home buying process, contact The Korn Team today.

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Week 32, 33 Touch

<<TODAYSDATE>>

Expect the Best from Our Team

<<CONTADDBLK>>

<<CONTSALUT>>

Just a quick note to let you know how I may be able to help the family, friends, and work associates you refer to me.

Last month a buyer contacted me to start the search for his family's new home. During our buyer consultation the client said he was pre-approved with a lender he chose from shopping rates in the newspaper and on the internet. I asked him to look at the preferred lender list I provided in my Buyer Packet. These lenders have high professional standards, competitive rates, and great communication with my buyers. I asked permission to have the preferred lenders give him a call. He refused, saying everything would be fine.

I found the buyer a home with his specific requirements, the house of his dreams! After taking loan application, his lender never returned any phone calls. The buyer became frustrated and asked me to give it a try. Again, no returned call.

I quickly paged one of our preferred lenders who called my client within the hour. My buyer was grateful for my recommendation. His loan was processed in a week. I delivered the keys on time.

If you know of anyone who needs some expert advice or counseling about purchasing a home or choosing a lender, please call me with their name so I can help them too.

Sincerely,



<<AGENTNAME>>

The KornTeam

REALTOR®

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Week 33, 33 Touch

Follow Up Call

ALWAYS ONE LAST STEP

Set up a New Plan

Typically restart the 33 touch plan.
Change the content every year.