

# PRUDENTIAL

When it comes to representing your real estate needs, Prudential Realtor SuAnne Hoffman shines. Her motto, "SuAnne Sells!" sums up this dynamo's ability to get the job done. She looks at every challenge as a new opportunity and tackles each with zest. In fact, she thrives on it. SuAnne's indomitable spirit and radiant enthusiasm show.

"Every morning when I awaken, I ask myself, 'What can we make happen today in the way of deals and sales that will help my clients and affect their lives in a positive way?'" she says.

When you sign a contract with SuAnne, you know you will get the best possible deal – whether you are selling or buying. SuAnne doesn't just "coast" along; she works actively and consistently to do a superior job. Her maxim is "find a way or make one" – focusing over, around, behind and through any obstacle that may present itself.

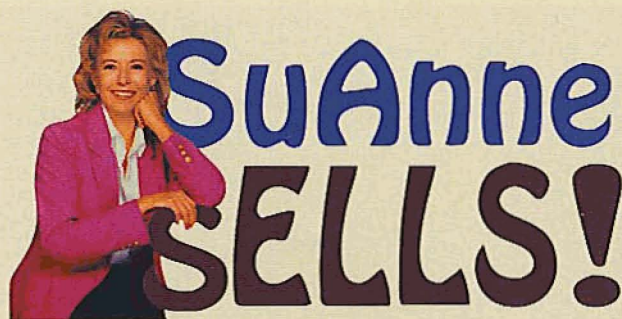
Through SuAnne's sales abilities, she often obtains multiple offers for the seller, so they have a choice. Within the last seven months, she has had seven situations in which she presented two different offers for the seller to consider. And these offers often result in bidding wars between the prospective buyers.

In one instance last November, a situation was created when two buyers were interested in and made offers on the same home. The home was bid up by \$10,000. SuAnne's clients, who were in a financial predicament, were incredibly grateful for the extra effort and attention to filling their needs to the maximum extent possible. If it's possible to make a situation better, SuAnne will find a better way.

SuAnne does not take all the credit, revealing that one secret of her success is her capable office staff.

"I couldn't do my job without them, particularly Barbara and Anje," she says. "They are very organized, competent and good at what they do."

Whether representing buyers or sellers, SuAnne concentrates on four areas: communication, marketing, negotiations and follow-up. She communicates regularly with her clients, keeping them updated throughout the process. Listings are marketed via the Web, home magazines, newspapers and through SuAnne's extensive network with other Realtors in the community. She maintains a pulse on available homes so she can match buyer with seller, and skillfully negotiates with all types of people. SuAnne keeps sellers apprised of feedback from showings, so her clients never wonder what's going on. Need a Realtor? Call SuAnne today and let her work for you!



- 2002 Prudential Hall of Fame
- 2001-2002 Masters Club
- 1998-2002 Listing Club
- 1998-2002 Sales Club
- 2001-2002 Gold Master Realtor
- 1998-1999 Silver Master Realtor



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