



WHAT IS A GOOD REFERRAL FOR ME

Below are some definitions on a rating system for what is a good referral for me and my team.

Types of Families that I work with are:

- Buyers looking at **EXISTING HOMES**
- Buyers looking at **NEW CONSTRUCTION**
- Buyers looking at **FOR SALE BY OWNER (FSBO) Homes**
- Buyers wanting home that **EXPIRED** off of the market
- Buyers looking to purchase a **SECOND HOME** for their children

- Sellers that want to sell their **EXISTING HOME**
- Sellers that want to sell their home they just built (**NEW CONSTRUCTION**)
- Sellers that have a **SECOND HOME**
- Sellers that have **INHERITED** a home

- Investors looking to build wealth thru Real Estate

- FSBO's those trying to sell their home with out professional representation

- Foreclosures & Short Sales families possibly facing foreclosure.



THINGS TO LOOK/LISTEN FOR...WHEN REFERRING

Below are some situations that should make you think of The Cort Schneider Team.

- FSBO "For Sale By Owner"
- Can't get my home sold (Currently Listed)
- Not getting showings on my home (Currently Listed)
- Is my home worth enough to sell in today's market
- Foreclosure / Struggling with Payments
- Job Transfer/Relocation
- Divorce
- We are having children (growing family)
- Thinking of adding an addition to my home
- Job Promotion / Raise
- Thinking of building a New Home (New Construction)
- Stopping by a builder to walk through a display home
- I went to an open house this weekend
- I am meeting with a lender to discuss home interest rates
- Retiring / Downsizing
- Kids leaving for college
- Human Resource Depart, helping businesses with relocation



SMART MOVES SINCE 1975

One Point West Blvd., St. Charles, MO 63301



Are you ready
to make a smart move?



**Have Real Estate Needs?
Here are the markets we specialize in!**

Saint Charles County:

- Saint Charles
- Saint Peters
- O Fallon
- Wentzville
- Lake St Louis
- Weldon Spring
- Dardenne Prairie
- Wright City
- Troy



Saint Louis County:

- Bridgeton, Maryland Hgts
- North Co (Ferg-Florissant)
- Clayton, U City, Brentwood
- Kirkwood, Webster Groves
- Crestwood, Sunset Hills, Fenton
- Chesterfield, Creve Coeur
- Ballwin, Wildwood
- Parts of Saint Louis City

