

What Sellers Want Most from their Agent

	2005	2010	2011	2012	2013	2014
Help Sellers market their home to potential buyers	*	20%	24%	21%	25%	23%
Help find the buyer for the home	28	21	19	19	15	14
Help sell the home within a specific time frame	27	19	19	22	20	20
Help price the home competitively	17	23	20	18	19	19
Help Sellers find ways to fix up the home to sell it for more	12	7	9	10	11	13
Help with negotiations and dealing with buyers	5	5	5	5	4	5

Additional ones we see:

Communication and Responsiveness to Seller

Easy Exit Listing Agreement

Rewards Program and Giving Back

WHY US?

We Help Sellers Market Their Home To Potential Buyers And Find The Buyer For The Home!

Call Center

- ♦ 10 Full team members calling all day to find a buyer for your home!
- ♦ Do you want one Soldier or an Army calling to sell your home?
- ♦ We don't wait for the market to come to us we get on the phones and take our homes to the market!

Our Mobile App

- ♦ 88% of Buyers use the internet and 46% use a Mobile app to search for a home. Our Mobile App lets Buyers search and find a home Anytime, Anywhere and Anyplace.

Worldwide MLS

- ♦ Our membership lists our homes for sale in 168 Countries, and in 16 Languages.

Continuous Marketing on EVERY Home

- | | | |
|-------------------|---|---------------------------------------|
| ♦ Press Release | ♦ Direct Mail & Internet Advertising | ♦ 3 Yard Sign— Double the Buyer calls |
| ♦ Youtube Video | ♦ Email Campaigns to Buyers | ♦ Our full color Newspaper/Newsletter |
| ♦ Social Networks | ♦ Professional Photography and Drone Videos | ♦ Professional Staging |

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OUR CALL CENTER



With our 21+ team members, we are collectively calling to find a buyer for your home more than 168 Hours a day!



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Man Hours per day looking for the buyer of your home 21 team members X 8 hours = 168 man hours per day

Wasilla: Main Hub	Connects:	Appointments Set:	Contracts:	Pendings:	Closing:
Kristi Mock (Lead Listing Specialist)	17	0	Kristi	Kristi	Kristi
Wasilla Weekly Total: (11.2.15-11.6.15)	17	0	2	0	0

Wasilla: HUB Agents	Connects:	Appointments Set:	Contracts:	Pendings:	Closings:
Quate Haydon (Buyer's Agent)	89	3	4	3	0
Renée Burney (Buyer's Agent)	39	1	2	1	0
Heidi Austin (Buyer's Agent)	7				
Jubilee Brost (Buyer's Agent)	22	0	0	0	1
Wasilla Agent Weekly Total: (11.2.15-11.6.15)	174	4	8	4	1
Wasilla Agent YTD Total:	9,833	454	461	158	84

Wasilla: Hub Admin	Connects	Leads
Shanna Lantto (Executive Assistant/ Listing Coordinator)	32	16
Samantha Anderson (Client Care/Admin Wasilla)	18	0
Chris Johnson (Runner)	14	
Wasilla Admin Weekly Total: (11.2.15-11.6.15)	64	16
Wasilla Admin YTD Total:	1,548	303

Alaska: ISA	Dials	Connects	Leads
Treygen Turner	0	0	0
Alaska ISA Weekly Total: (11.2.15-11.6.15)	0	0	0
Alaska ISA YTD Total:	465	181	12

Anchorage: Expansion Location	Connects:	Appointments Set:	Contracts:	Pendings:	Closing:
Charlie Bagg (Expansion Partner)	38	2	Charlie	Charlie	Charlie
Anchorage Weekly Total: (11.2.15-11.6.15)	58	2	0	0	0
Anchorage YTD Total:	1,799	80	44	19	14

Arizona: Expansion Partner	Connects:	Appointments Set:	Contracts:	Pendings:	Closing:
Harish Costa (Expansion Partner)	38	3	Agent	Agent	Agent
John Brophy (Expansion Partner)	38	4	2	0	1
Frank Miller (Expansion Partner)	0	0	0	0	0
Scottsdale Weekly Total: (11.2.15-11.6.15)	76	7	7	1	0
Scottsdale YTD Total:	2,958	182	54	4	0

Arizona Expansion ISA	Dials	Connects	Nurtures	Appointments Set:	Contracts:	Pendings:	Closing:
Charles Brown (Arizona ISA)	1,915	224	21	5	Charles	Charles	Charles
Scottsdale Weekly Total: (11.2.15-10.6.15)	1,915	224	21	5	0	0	0
Scottsdale YTD Total:	28,437	3,170	312	90	1	0	0

The Call Center	# of Representatives	Dials	Connects	Nurtures	Appointments Set:
Jeremy Cantelon	7	75,967	10,614	122	18
The Call Center Weekly Total: (11.2.15-11.6.15)	7	75,967	10,614	122	18
The Call Center YTD Total:	7	323,044	30,627	569	45

KC Real Estate Network YTD Total:	Connects:	Appointments Set:	Contracts:	Pendings:	Closing:
KC Real Estate Network Weekly Total (11.2.15-11.6.15)	11,210	36	Agent	Agent	Agent
KC Real Estate Network YTD Total:	47,628	818	15	5	1

Virtual ISA Team	AK	AZ	Others (Craig, Trilla, Mobile, etc)	Prostep	Total Leads
Share Mangahas (Internet Leads)	0	0	0	0	0
Virtual ISA Team Weekly Total (11.2.15-11.6.15)	0	0	0	0	0
Virtual OSA Team YTD Total:	784	451	105	172	1,481
Movement Mortgage Partner	Connects	New Applications	Referrals to KCH	Closings/ Fundings	
Alice Roe (Mortgage Lender)	0	0	0	0	0
Mortgage Partner Weekly Total: (11.2.15-11.6.15)	0	0	0	0	0
YTD Total:	636	73	15	99	8

KW Mega Expansion	Connects	ESO Registrations	MAE Memberships	Payments	Collected
Kathlyn Mitchell	34	6	13		
KW Mega Expansion Weekly Total: (11.2.15-11.6.15)	34	6	13	0	0
YTD Total:	2,352	602	251	17	52,896

This is how most agents find a buyer for your home



**This is how the Kristan Cole Network
finds a buyer for your home**



**WHICH AGENT
DO YOU WANT???**
A Soldier or an Army?



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to contact a
buyer specialist
that will assist
you in the home
buying process

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Worldwide MLS in 16 Languages



查看圖片展示 (47)



1260ê 湖濱大道, 瓦西拉, 阿拉斯加 99654

清單編號: 15-3259

上市價: \$ 599,900

EST. 每月還款金額: \$ 2,576.31 查看詳情

臥室: 3

總浴場: 2.5

平方英尺: 3,397

英畝: 0.340

狀態: 活躍

縣: 1D -馬塔努斯卡蘇西特納自治市鎮

建造年份: 2004年

IDX物業類型: 住宅

居住類別: 獨戶RES

美麗的瓦西拉湖畔的家！一小片天堂靠近學校和購物，浮訪間的飛機，朝南和華麗的山景，就在您想其他的白雲華山的位置，白雲華山的位置/地址 但丁式的家庭，但丁家



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NOW!**

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that will assist
you in the home
buying process

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talented individuals to
help us expand.
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1260 E Lake Shore Avenida, Wasilla, Alaska 99654

ID de la lista : 15-3259

Precio de listado : \$ 599,900

Est. Pago mensual: \$ 2,576.31 Ver Detalles

Habitaciones : 3

Baños en total : 2,5

Pies cuadrados : 3.397

Acres : 0.340

Estatus : Activo

Condado : 1D - Matanuska Susitna

Año de construcción : 2004

IDX Tipo de Propiedad : Residencial

Residencial Tipo : Casa Res

Hermosa casa frente al lago Wasilla! Un pequeño pedazo de paraíso cerca de escuelas y tiendas, flotar avión accesible, orientación sur y magníficas vistas a la montaña. A pocas otras características personalizadas incluyen una cocina personalizada w / hornos dobles, una sala formal + una gran sala de la familia w / chimenea de gas en el w / o sótano, amplias hab principal con vistas al lago, gran terraza de atrás y hermoso patio ajardinado



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CLICK HERE
 to contact a buyer specialist that will assist you in the home buying process

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Mga Detalye ng Nakalista

Maligayang pagdating, Share Mallari (Hindi ka?)
 Aking Account

Kasalukuyang tinitingnan 1 ng 6

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Tingnan ang Photo Gallery (47)



1260 E Lake Shore Avenue, Wasilla, Alaska 99654

ID Listing : 15-3259

Presyo Listing : \$ 599,900

Est. Buwanang Bayad: \$ 2,576.31 See Details

Silid-tulugan : 3

Kabuuang Baths : 2.5

Square Talampakan : 3397

Acres : 0.340

Katayuan : Active

County : 1D - Matanuska Susitna Borough

Itinayo taon : 2004

Uri IDX Property : Residential

Residential Type : Single Family Res

Continuous Marketing To Drive MORE Traffic To You

Advertisement 1 (Top Left):

- Social media icons: Twitter, Facebook, YouTube.
- Text: "Know the value in 50 seconds without talking to anyone."
- Image: A laptop screen showing a website.
- Text: "Are you Thinking of Selling?"
- Text: "Visit InstantHomeValuation.com"
- Logo: **KC LIFESTYLE HOMES WORLDWIDE** The Kristan Cole Real Estate Network
- Phone number: **907-373-3575**
- Small text at bottom: "Each office independently owned and operated. If your property is currently listed..."

Advertisement 2 (Top Right):

- Social media icons: Twitter, Facebook, YouTube.
- Header: **If you needed heart surgery....**
- Text: "Would you hire a surgeon that did 10 surgeries a year or the one that has done 250?"
- Text: "Do You Think Experience Matters?"
- Text: "We had our house on the market with another REALTOR® and it wouldn't sell. We decided to list with Kristan and we are so glad we did! They gave us so much more: experience, staging advice, time and the best price! We"
- Three "SOLD" signs with photos of houses:
 - "in 15 days!" \$320,000 87% of list price
 - "in 48 days!" \$699,000 100% of list price
 - "in 4 days!" \$345,000 95% of list price
- Logo: **KC LIFESTYLE HOMES WORLDWIDE** The Kristan Cole Real Estate Network
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Advertisement 3 (Bottom Left):

- Social media icons: Twitter, Facebook, YouTube.
- Header: **Find a Home Anytime..... Anywhere...Anyplace....One APP**
- Text: **Download Our Search App Today!**
- Text: **SearchHomesByMobile.com**
- Logo: **KC LIFESTYLE HOMES WORLDWIDE** The Kristan Cole Real Estate Network
- Phone number: **907-373-3575**
- Small text at bottom: "Each office independently owned and operated. If your property is currently listed, please parties can agree the marketing agreement. Keller Williams and Keller Williams logo are registered marks controlled by Keller Williams Inc. The e-Builder logo are trademarks by The National Association of Realtors. This is not intended to solicit property listed for sale."

Advertisement 4 (Bottom Right):

- Image of a smartphone displaying the app interface with icons for Nearby Homes, Nearby Rentals, Contact Agents, Advanced Search, Share App, Open Houses.
- Starburst graphic: **46% OFF MOBILE EXCLUSIVELY All Homes \$5,000-\$100,000**
- Text on phone screen: "Kristan Cole Real Estate Network"



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Press Release On Each New Listing



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The Kristan Cole Real Estate Network Announces a New Home Alert at 1185 Pinnacle Mountain Drive in Palmer, AK

Palmer 10/24/2015 10:02 AM GMT (TransWorldNews)

1185 Pinnacle Mountain Drive in Palmer, AK



The Kristan Cole Real Estate Network with Keller Williams Realty Alaska Group announces a new home listing at 1185 Pinnacle Mountain Drive. This beautiful home is located in Palmer, AK and is listed for only \$215,000.

Beautifully cared for ranch style home in the perfect commute location. Landscaped yard, paved driveway, 12X16 storage shed, 5' chain link fenced yard, gutters, 4' addition added to garage, master bedroom with sliding door to deck, double closets and double sinks. Bay window in dining area and vaulted ceilings. Great home in a nice quiet neighborhood.

To know more about this listing, or to view its exterior and interior photos, please visit this link. To schedule a showing, please click here.

The Kristan Cole Team is a member of The Kristan Cole Real Estate Network with Keller Williams Alaska Group & Keller Williams Arizona Realty with offices throughout the United States with future plans for worldwide office locations. For over 30 years Kristan Cole and her organization has served buyers and sellers with their real estate services. With multiple locations including Wasilla AK, Palmer AK, Anchorage AK, and Scottsdale AZ, the Kristan Cole Real Estate Network continues to strive to exceed their clients' expectations. The goal is to provide unprecedented marketing strategies and PR services to provide exposure for their sellers as well as unmatched services to assist home buyers. Under her leadership her team has consistently ranked in the Top 100 in KW and Top 250 among all teams in North America, as ranked by The Wall Street Journal and REAL Trends. In addition Cole, now Vice President of Keller Williams Mega Agent Expansion, has also served as the Regional Director for Keller Williams Realty's Southwest Region, a segment of the company representing more than twenty-five offices and thousands of agents. She also owns one of these offices, which has over 300 agents and three branch locations. Her other leadership opportunities have included serving as President of Alaska's branch of the Commercial Real Estate Women (CREW) Network, Director of Keller Williams Realty's Commercial Leadership Council, and Talent Search Director for Keller Williams Realty International's corporate headquarters.

In order to ensure that every transaction that her team does benefits others, she has launched a non-profit organization called Kristan's Home Of Hope, dedicated to supporting at-risk youth throughout the United States and beyond. Currently The Kristan Cole Real Estate Network sells a home every 36 hours.

For those who are thinking of selling and are curious about the value of their home, The Kristan Cole Real Estate Network offers an online tool at www.instanthousevaluenow.com so that homeowners can get the value of their home in 50 seconds or less without talking to an agent directly.

Additional questions can be directed to Worldwide@TheKristanColeNetwork.com or by calling us direct at 888-378-3575/888-378-3575 FREE.



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The Kristan Cole Real Estate Network Announces a New Home Alert at 17406 Meadow Creek Drive Eagle River, AK.

Houston 10/21/2015 04:36 AM GMT (TransWorldNews)

12494 W Cheri Lake Drive Houston, AK 99694



The Kristan Cole Real Estate Network with Keller Williams Realty Alaska Group in Wasilla and Anchorage, AK announces a new home listing at 17406 Meadow Creek Drive. This Gorgeous home is located in Eagle River, Alaska and listed for only \$185,000.

Private 1.39 acre lot with gated entry. This cozy like new 2 story home features 2 bedrooms plus an office area/2nd family room or possible 3rd bedroom, laminate flooring, vaulted ceilings, in floor heat, appliances included, 2 covered patios, storage shed is negotiable, RV parking and fenced yard. One bedroom on main level & 1 upstairs including office area/family room, 1000 gallon septic.

For more information on this listing and to view the extensive photo gallery please visit our website. If you would like to schedule a viewing of this home please click here.

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Your Listing will be listed to Various social media outlets like Facebook, Google +, Twitter, Pinterest, etc... to get you more exposure!

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The Kristan Cole Real Estate Network Announces a New Home Alert at 3500 S Phenix Avenue in Wasilla, AK

Wasilla 11/03/2015 12:18 PM GMT (TransWorldNews)

3500 S Phenix Avenue Wasilla, AK 99623



The Kristan Cole Real Estate Network with Keller Williams Realty Alaska Group announces a new home alert at 3500 S Phenix Avenue. This beautiful home is located in Wasilla, AK and is listed for only \$1,299,000.

Very nice 3 bedroom ranch style home on almost an acre. This beautiful home features an w/vaulted ceilings, solid surface counter tops, SS appliances, new paint & master bedroom other 2 bedrooms. Master bedroom with private bath & walk in closet. The spacious dining room has a large back deck. Truly a must see!

To know more about this listing, or to view its exterior and interior photos, please visit this link: [http://www.kristancole.com/3500SPhenixAve](#)

The Kristan Cole Team is a member of The Kristan Cole Real Estate Network with Keller Williams Realty with offices throughout the United States with future plans for worldwide office locations. This organization has served buyers and sellers with their real estate services. With multiple locations in AK, and Scottsdale AZ, the Kristan Cole Real Estate Network continues to strive to exceed expectations with unprecedented marketing strategies and PR services to provide exposure for their sellers and buyers.

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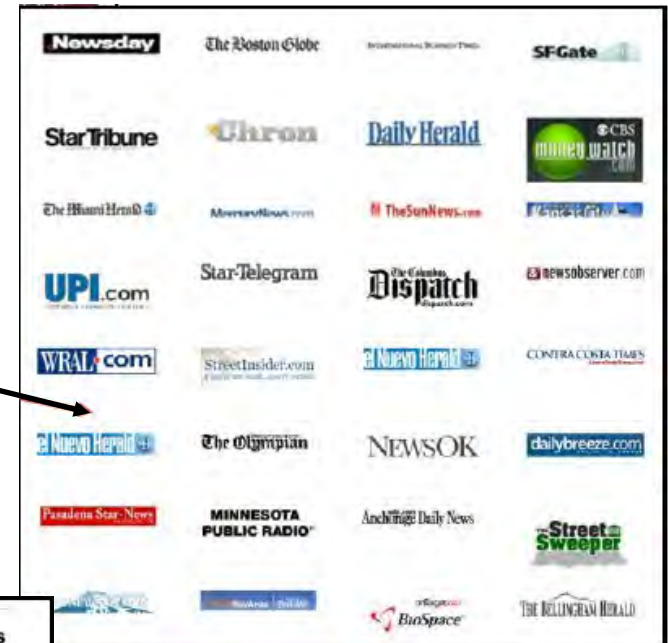
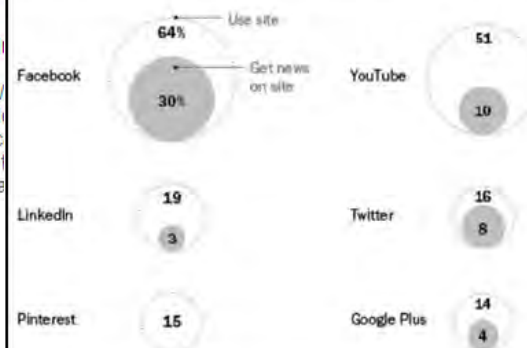
Recent Submissions

The Kristan Cole Real Estate Network Announces a New Home Alert at 3500 S Phenix Avenue in Wasilla, AK

The Kristan Cole Real Estate Network Announces a New Home Alert at 9700 W Rosehill Drive in Wasilla, AK

Social Media as a Pathway to News: Facebook Leads the Way

Percent of U.S. adults who use each social networking site & percent of U.S. adults who get news from each social networking site



Your Press Release is sent to and published to over 284 news publications on the web.

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Drone Photography



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Our Newspaper Gives MORE Information To Help Buyers and Sellers Like You

KRISTAN COLE REAL ESTATE NETWORK
 | SUNDAY, APRIL 26TH 2015 | | VOLUME 10 ISSUE 4 | | WWW.KRISTANCOLE.COM |
Dedicated to Serving the Mat-Su Community for 31 Years!

Find A Home Anytime. Anywhere. Anyplace.

It's truly amazing how much the real estate landscape has changed over the last 30 plus years. I remember when we would use the printed out MLS book to show properties. The only way buyers and sellers could get information was coming into the office and asking us to compile a list of properties. Then it all changed.

The world of the Internet created a new doorway for people to get information easier than ever before. National sites like Realtor.com allowed consumers to search homes from their desktop more efficiently. Little did we know back then how it would continue to evolve.

In just a short few years mobile searching as well as tablet devices and even Internet access in automobiles have taken the world by storm. According to Telmatrics research, studies now show that consumers are using mobile devices to complete tasks from start to finish. Fifty percent of respondents said they use their mobile devices to start the search process while a whopping 46 percent use mobile exclusively when performing research online.

As a seller, you can't afford to miss 50% of the buyers looking for a home.

It is a vital piece of how buyers can locate properties and more importantly feel in control of making the best decisions for their lifestyle. This is why we have invested in creating a specific real estate search App that is available to you 24/7.

Want to know how many bathrooms are in the home for sale down the street? Curious about how much that second winter home you've always wanted is going for in another state? Now you can find out; all without the hassle. Anytime of the day. Anywhere you are. Anywhere in the United States.

Download the app on your Smart Mobile device or tablet right now at SearchHomesByMobile.com

While you are searching you can inquire about the loan process and learn about the simple seven day approval process. Even in the midst of technology we want you to always feel connected to us. Anytime. Anywhere. Anyplace. Our network is here to support you on your home purchase or sale.

Krista

DOWNLOAD NOW
 Download the app on your Smart Mobile device or tablet right now at
SearchHomesByMobile.com

INSIDE THIS ISSUE

FIND A HOME ANYTIME	PAGE 1	KRISTAN'S LISTINGS.....	PAGE 6-7
FOLLOW YOUR DREAMS SCHOLARSHIP	PAGE 2	WIN A FREE IPAD AIR	PAGE 9
FIRST QUARTER STATE OF THE MARKET	PAGE 3	MOVEMENT MORTGAGE.....	PAGE 10
KRISTAN'S BUSINESS HIGHLIGHT	PAGE 4	KRISTAN'S HOME OF HOPE	PAGE 11
THE GREEN MILE	PAGE 5	PREFERRED PROVIDERS.....	PAGE 12

5131 East Mayflower Lane 907-373-3575 www.KristanCole.com Kristan@TheKristanColeNetwork.com

See Page 3
 Krista's Guide to the State of the Real Estate Market Update

Mailed to over 7,500 locations

Syndicated to over 284 News Networks

Shared to over 100k twitter and facebook followers

Personally emailed to our VIP database of over 37k people

Help SELL your home within a specific time frame and, Help price your home competitively!

- 3 Outcomes when we list a home
- We SELL a home every 36 Hours
- Not all homes sell even in a good market
- We SOLD dozens of homes last year when the first agent was not successful!

Three Things



One of three things will happen next...



1. The Property Receives little Action (low to no showings).

This can only mean one thing; the market is rejecting the property based on price. Buyers and other Realtors recognize value and if they feel the property does not represent a good value they will not even look at the property.

Solution: A Price Reduction

2. The Property has showings, but no offers.

In other words, the property is always the bride's maid, never the bride. This is better than the first outcome, but is still frustrating for the seller. Statistics tell us we can expect an offer prior to the twelfth showing, if we have showings beyond that, it means one of two things. Either the home is slightly overpriced or there is condition issue that should be addressed.

Solution: Correct the condition issue or a minor price adjustment.

3. The Property sells!

If we hit the market just right we may be fortunate enough to have an offer right away. A quick offer does not mean we are under priced. It means we were fortunate to hit the market at the perfect time. It's like catching a fish on the first cast. It happens, but that does not mean it will happen again and again.

So, do I have your permission to sell your home quickly?

Track the Number of Showings

An offer is possible anytime between 1-12

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20



The Kristan Cole Real Estate Network | 5131 E Mayflower Lane Wasilla AK 99654 | 15333 N. Pima Road #130 Scottsdale, AZ 85260 | 888-378-3575



**LIFESTYLE HOMES
WORLDWIDE**
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Licensee sales of existing homes

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Not All Homes Sell, Even in a Good Market!

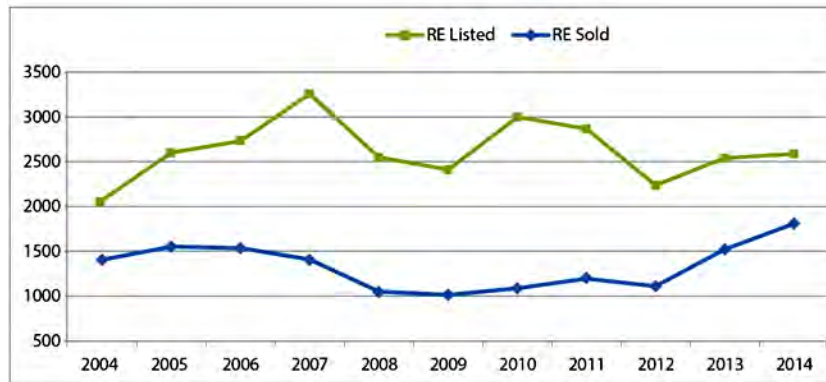
Kristan Cole Real Estate Network Sells a Home Every 36 hours.

Residential Sales

Year	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
RE Listed	2052	2543	2777	3395	2597	2457	2916	2834	2238	2517	2531
RE Sold	1436	1534	1522	1487	1125	1045	1162	1232	1217	1509	1740
% Sold RE	70%	60.3%	54.8%	43.8%	43.3%	42.5%	39.8%	43.5%	54%	60%	69%

Multi-Family Sales

Year	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
MF Listed	111	184	185	225	139	133	150	82	110	57	107
MF Sold	68	76	63	49	37	36	47	25	48	49	69
% Sold MF	41.3%	41.3%	34.1%	21.8%	26.6%	27.1%	31.3%	30.5%	44%	86%	64%



When the first REALTOR® could not sell their home, these sellers called us!



We had our house on the market with another REALTOR® and it wouldn't sell. We decided to list with Kristan and we are so glad we did! They gave us so much more: experience, staging advice, time and the best price! We love what they did for us. There is no doubt that when we need a REALTOR® we will choose the Kristan Cole Real Estate Network.

Randy Jones & Sara Jensen



\$662,500
176% of list price



\$278,000
99% of list price



\$307,000
102% of list price



\$345,000
96% of list price



\$340,000
100% of list price



\$420,000
100% of list price



888-378-3575



Do you think experience matters? We love to give you more.



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Help find the Buyer a home and Help the Seller find ways to Sell for MORE!

- ♦ Our Call Center
- ♦ Our Mobile App
- ♦ Professional Photography
- ♦ Drone Videos and Photography
- ♦ Professional Staging
- ♦ Worldwide MLS



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Information Sources Buyers Use

	2004	2013	2014
Internet	74%	89%	88%
Real estate agent	90	89	87
Mobile or tablet website or application	*	45	50
Mobile or tablet search engine	*	42	48
Yard sign	74	51	48
Open house	51	45	44
Online video site	*	27	26
Print newspaper advertisement	53	23	21
Home builder	37	17	18
Home book or magazine	40	15	14
Billboard	21	5	4
Television	26	4	4
Relocation company	16	3	3

You simply get **MORE** with The Kristan Cole Real Estate Network



More Expert Knowledge

- We have helped over 4,237 families move over 31+ years. We bring that experience to every home we sell; expertise in marketing, negotiating and creative problem solving, all of which are crucial components for complex moves in today's market.
- We Sell A Home Every 36 Hours!
- Our Sellers Receive on average \$5,000 MORE money at Closing!

**MORE Marketing, MORE Money in your pocket,
MORE Perks, MORE Service, and a Lasting Legacy.**



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The Kristan Cole Real Estate Network

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You simply get **MORE** with The Kristan Cole Real Estate Network



Easy Communication

- YOU are our priority and our constant communication with our clients demonstrate that. A member of our team is always available to you via phone or email to answer your questions and concerns. We proactively communicate with you each step of the way!
- We Sell A Home Every 36 Hours!
- Our Sellers Receive on average \$5,000 MORE money at Closing!

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Use of Technology

- Technology is vital in connecting Buyers and Sellers. Every member of our team is trained in cutting edge Technology. This is why more than 20% of our closed sale comes from the internet. We get our client's homes noticed!
- We Sell A Home Every 36 Hours!
- Our Sellers Receive on average \$5,000 MORE money at Closing!

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You simply get **MORE** with **The Kristan Cole Real Estate Network**



Great Teamwork

- Expert Marketers, Detail-oriented contact specialists, Expert negotiators. We have every step of the process covered. We are dedicated to ensuring a seamless real estate process!
- We Sell A Home Every 36 Hours!
- Our Sellers Receive on average \$5,000 MORE money at Closing!

**MORE Marketing, MORE Money in your pocket,
MORE Perks, MORE Service, and a Lasting Legacy.**



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Communication and Responsiveness

Which Level Of Service Do You Deserve?

- 30+ full time trained team members to serve you!
- Written listing and marketing plan
- Dependable follow up 8am to 8pm , 7 days a week
- Successful sales track record for more than 30 Years!
- Feedback to you from showings and buyer calls!



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Which Level of Service Do You Deserve?

Discount Brokers

- Put in the MLS system & that's it!

Basic Licensees

- Put in the MLS system
- Yard sign
- Lockbox installed
- Sells 7 homes per year on average
- Average # of years in the business < 2
- Waits for phone to ring

Better Licensee

- Service in statewide & local MLS system
- Occasional newspaper ads
- Occasional Direct mail pieces to subdivision
- Assistant to answer phones
- Corporate affiliation & relocation
- Sells 12-20 homes a year
- Average# of years in the business 4-7

add these benefits

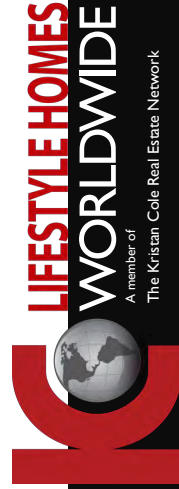
- (several of which are exclusive to The Kristan Cole Real Estate Network)
- Market presence, we sell a home every 36 hours
- \$5000 more in sellers pocket on average
- Accurate pricing/proactive listing management
- Higher average sales price
- Success selling homes when 1st realtor was unsuccessful
- Quicker closings
- Reflective yard sign with text feature
- Call Center— calling 168 hrs. a day
- Professional Photos and Drone videos and photos
- Membership in Worldwide MLS, in 168 Countries & 16 languages
- Press Release on Each Listings
- Top Search Engine Ranking on Google.com, Realtor.com,, Yahoo.com & MSN.com
- Professional staging your home for sale
- Easy Exit plan
- Feedback to seller from showings & buyer calls
- 12-page newspaper of our listings published monthly in The Frontiersman and online
- Monthly full-color direct mail postcards
- Leading-edge website containing ALL MLS listings
- Free Community Moving Truck (AK only)
- Dependable follow-up 8am-8 pm, 7 days a week
- Local high school scholarships
- Video on current Real Estate topics
- The Kristan Cole Real Estate Network sells 250+ homes a year
- Kristan has been in the real estate business over 30+ years
- The Kristan Cole Real Estate Network has over 100+ years combined experience
- Team of highly trained effective specialists
- On Site Lender - Movement Mortgage, LLC
- 3 Licensed Associate Brokers and 10 additional licensees
- National Association of REALTORS® Award Recipient, 30 Under 30
- The Kristan Cole Real Estate Network have Military Licensed Agents.



Kristan Cole, MBA

CRS, Certified Residential Specialist
CCIM, Certified Commercial Investment Specialist
CLHMS, Certified Luxury Home Marketing Specialist
ABR, Accredited Buyer Representative
CDPE, Certified Distressed Property Expert

You get so much more
with the Kristan Cole
Real Estate Network!



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New Listing Process To Get Your Home SOLD

1. Circle prospect by calling the surrounding 200 homes
2. Import contacts from the circle prospecting list to our database to continue contacting nearby homeowners.
3. Start with marketing
 - 3.1 Post an ad on Craigslist
 - 3.2 Post announcement to Kristan's blog website (<http://kctworldwide.com>)
 - 3.3 Create flyer for the home
 - 3.4 Call surrounding 200 homes
 - 3.5 Send "Just Listed" email to surrounding 200 homes. Send home valuation link to the 200 neighbors
 - 3.6 Create Youtube Video on the home
 - 3.7 Post Press Release to www.Transworldnews.com
 - 3.8 Post Press Release to www.Findit.com
 - 3.9 Get Professional photos and Drone Videos taken
 - 3.10 Have signage installed at the property

New Listing Process To Get Your Home SOLD

- 3.11 Order Professional staging
 - 3.12 Begin email campaigns to buyers and the neighborhood
 - 3.13 Direct mail, internet, and pay per click advertising
 - 3.14 Begin social network advertising and campaigns
-
- 4. Send out written correspondence letters to sellers
 - 5. Send “how are we doing” survey to seller 30 days after listing the home
 - 6. Put up door hangars on all homes in the neighborhood
 - 7. Put up for sale sign, plus two additional signs to increase buyer calls
 - 8. Add new listing to our KC website to drive more Buyers to our site
 - 9. List home in the Worldwide MLS Proxio
 - 9. Call center calling daily to find a buyer for your home



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Process Once We Have An Offer On Your Home

1. Circle prospect by calling the surrounding 200 neighbors
2. Import neighborhood contact information into our database so we can stay in communication with the neighbors regarding the sale of the home
3. Send a message to home owners that we have an accepted offer on the home
4. Send "Just Pended" email to surrounding neighbors
5. Put up a "Sale Pending" Sign



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Process Once The Home Is SOLD

1. Circle prospect by calling surrounding 200 neighbors
2. Import neighborhood contact information into our database
3. Send a message to homeowners that we have SOLD the home
4. Send “Just Sold” email to surrounding neighbors
5. Post a Sold message to Facebook and Twitter
6. Post press release to www.Transworldnews.com
7. Send survey letter to seller and ask how we did serving them
8. Put a SOLD sign up for 3 weeks
9. Have our team call 3 weeks after closing to check in

Easy Exit

If you are not happy, you can fire us!



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Easy Exit Listing Addendum

We understand circumstances sometimes change. If you ask to terminate this listing agreement, there will be a cancellation fee of \$595.00 and you will be required to sign our "Conditional Cancellation Agreement" form (see below). We will cancel the listing upon receipt of your check and this signed form, as noted below. We do hope that this will never be necessary and that all parties will consider this as a service and not an attempt to circumvent the true spirit of its intent.

(Seller's Signature)

(Date)

(Seller's Signature)

(Date)

(Kristan Cole Real Estate Network Signature)

(Date)

Conditional Cancellation Agreement

The undersigned, owner of property located at _____ and listed exclusively with Keller Williams Realty Alaska Group or Keller Williams Arizona Realty does hereby request the conditional cancellation of listing on said property.

In consideration of this conditional cancellation, I agree I will not re-list said property with any other real estate broker or sell, exchange, option, lease, or assign said property during the term of the original listing, or extensions thereof. If for any reason whatsoever I do breach any of the foregoing, the commission shall become due and payable forthwith.

This conditional cancellation is dated and shall become effective at midnight on _____
(2 days from signing this agreement) and after we receive the \$595.00 cancellation fee.

(Seller's Signature)

(Date)

(Seller's Signature)

(Date)

(Kristan Cole Real Estate Network Signature)

(Date)



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Rewards Program and Giving Back

Get the rewards you deserve and support our community at the same time!



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Kristan's **HOME OF HOPE Advantage Program**

Kristan's Home of Hope Advantage Program gives Veterans, Seniors and Past Clients special benefits. These benefits attract more buyers to the homes we have for sale.

Benefit Highlights:

- Reduced listing commissions for Seniors, Past Clients, and those who have served in the Military
- **FREE** Moving Truck (Alaska only)
- **FREE** Keys made
- **FREE** Copies
- **FREE** Notary
- **FREE** Give Aways multiple times per year
- **FREE** Annual Client Bash honoring YOU the client
- **FREE** list of our affiliate Business Partners who give exclusive discounts to members of the Kristan's Home of Hope Advantage Program. (Kristan's Applies List if you will)
- **FREE** Scholarships to graduating seniors
- **FREE** Give Back Program



A portion of every commission is donated in our clients name to Kristan's Home of Hope which supports safe housing for at risk youth.
We are currently partnered with:

- My House (for homeless youth)
- Teen Challenge (those who find themselves homeless and addicted to drugs and alcohol)
- The Dream Center (young girls who have been saved from sex trafficking)

**When you buy or sell a home with the Kristan Cole Real Estate Network,
you are supporting safe housing for at risk youth!**



Movement Mortgage
Alice Roe (877) 430-5805
alice@movementmortgage.com

**You simply get MORE when you work with
The Kristan Cole Real Estate Network.**

MORE marketing
MORE money in your pocket
MORE perks
MORE service and a lasting legacy.



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Giveaways

Want A Free Trip To Mexico?

January 27, 2015 • 6:00 to 9:00 pm
Evangelos Restaurant

Want A Free Trip To Mexico?

The Kristan Cole Team Celebrates Their 31st Year in Real Estate!

We want to celebrate you while you celebrate the New Year! Join us for our client appreciation party for a fun night of food, music and festivities!

Please come and celebrate with us on **January 27, 2015** between 6:00pm and 9:00pm at Evangelos Restaurant

There will be a drawing every 5 minutes for a variety of prizes one of which is a free trip to Mexico!

Ole' Ole' - What do you say? RSVP with us today!

You must RSVP at kristancole.com/31years

Connect To Kristan's Agent Network. Anytime. Anywhere. Visit KristanCole.com/locations

Happy Easter!

The Real Estate Network is giving away a Lily to each of our clients.

By March 27th, please submit your request by March 27th. One plant per location is available for pickup on April 3rd at one of the following locations:

Storage Office:
101 Benson Blvd, Suite 303
Scottsdale, AZ 85260
Phone: 800-378-3575

Scottsdale Office:
15333 North Pima Road, Suite 130
Scottsdale, Arizona 85260
Phone: 480-744-6031

Go to kristancole.com/easter_lily_sign_up

Curious about your home value?

Get it in an **Instant, right online!**

Go to www.InstantHouseValueNow.com

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Follow Your Dreams Scholarship

Scholarship Contest Information

If you have a senior in high school, please have them apply for our Kristan Cole Real Estate Network's Follow Your Dreams Scholarships. Two Scholarships will be awarded in May: \$1,500 and another for \$1,000.

Eligibility: Any graduating senior

Due Date: Mail or email to our office on or before **April 30th, 2015**. Address and email address are located below at the bottom of this email.

Notification: The winners of the scholarships will be notified at graduation on the awards dinner as appropriate in May.

Use of Scholarship: Scholarship may be used for any post secondary education, school, or equivalent. Payments will be made directly to the school of the student.

Judging: The basis of the scholarship will be awarded on the content of the essay and not the student's GPA. The idea of this scholarship is to award a student's teamwork and leadership skills with a desire for additional education after high school.

Essay: The essay should be focused on teamwork, including the student's understanding of the value of team work in the work place, home, and community. The essay should show passion, heart, and a vision to follow the dream.

Kristan@TheKristanColeNetwork.com
5131 E. Mayflower Lane
Wassila, AK 99654

Curious about your home value?

Get it in an **Instant, right online!**

Go to www.InstantHouseValueNow.com

Want to know what **FREE THANKSGIVING PIE** sounds like?

Om Nom Nom Nom Nom!

www.KristanCole.com/thanksgiving_pie_sign_up

Win a FREE iPad Air!

The Kristan Cole Team is giving away an iPad Air! The iPad Air is a light, thin, and powerful tablet, making it the perfect device for any age.

Go to KristanCole.com
and click on the 30 year logo to sign up.

Limit of one entry per email address per person. The lucky winner will be chosen at random and must be able to claim the prize at one of The Kristan Cole Team office locations in person. You will need valid identification.

MISSION

Supports Safe Housing For At-Risk Youth

FOUNDATION NAME

Kristan's Home Of Hope,
Hopeward, Inc.

TAGLINE

Buying and selling a home with The Kristan Cole
Real Estate Network supports safe housing for
at risk youth.

DEVELOPING AWARENESS AND EXECUTION

- Infusing information in all marketing and
advertising in all locations
- Donation to the Kristan's Home of Hope
Foundation with every real estate closing
- Social events to raise money for the foundation
such as charity auctions, 5K and running events.
- PR campaigns to raise awareness
- Social Media - FB, Twitter, Pinterest, LinkedIn
- Radio Interviews with Strategic Partners
- Various Media - Newspaper, TV, Radio
- Stories of Hope
- Foundations Events throughout the year



**KRISTAN
COLE**
Founder



SERVICE MARK:

Hope in a Safe Home

LEGAL ENTITY:

Hopeward, Inc.

TRADEMARK:

Kristan's Home Of Hope

SONG:

On Fire

"When you buy or sell a home with the Kristan Cole Real Estate Network,
you are supporting safe housing for at risk youth. Hope in a safe home."

- Kristan Cole, Founder

Kristan@KristansHomeOfHope.org KristansHomeOfHope.org

Why Us?

- ♦ Our clients say it best!
- ♦ Our foundation, Kristan's Home of Hope, supports safe housing for at risk youth
- ♦ Kristan's 30+ years experience and combined her team has more than 100+ years of experience.
- ♦ Ranked highest in customer service by JD Power and Associates
- ♦ Our values in writing and supported by our client's testimonials
- ♦ Kristan Cole Real Estate Network named the top 250 Teams in North America by The Wall Street Journal
- ♦ Named the Reader's Choice award, Frontiersman newspaper



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What Do Our Clients Say About Working With Us?

"When I think of realtors, Kristan Cole is the first one that comes to mind! I've heard so many good things I figured I'd give it a try.

Absolutely no regrets with going with you all!" -Kylie Boepple

"Wonderful experience from start to finish" -Russell G Wilson

"I highly recommend Kristan Cole's team already. Our experience has been great." -Susan Brunner

"Best initial contact of the 3 agents we talked with" -Barb Morris

"Best of best! Services: constant communication with us." -Donald

Lenaghan

"Good reputation" - Babette Robertson

"Proven results" -John Earle

What do our clients say about Working with us?

Why did you choose to work with The Kristan Cole Team?

- Because trying to sell by owner was not working. -Micah Dippel
- We found the phone number and just went with it. -michael@jodie hielt
- We were already working with a buyer specialist on the Kristen Cole team, when we decided to sell, the contact and attention we received, made the selection easy. -Susan Brunner
- Good reputation -Babette Robertson
- My daughter had Kristi and recommended her. We love her!! She does a great job and is very sweet. -Deb Cole
- When I think of realtors, Kristan Cole is the first one that comes to mind! I've heard so many good things I figured I'd give it a try. Absolutely no regrets with going with you all! -Kylie Boepple
- Best initial contact of the 3 agents we talked with -Barb Morris
- I just went online and pulled up real estate sales and you guys were one of three that responded back to my call. -Donald Demaster
- Previous experience with your office. The initial time was location and friendliness when I walked through the door. -Kathy Kern
- Advertising -Neal Petersen
- Worked with Kristi before, knowledgeable and excellent to work with! -William long
- Good name, Charlie made contact after we took house off the market with other real estate company and was very personable. Seemed very knowledgeable. - Barbara McIntire
- We wanted o look at a house on your site -Guy Fisher
- Their past sales numbers and the personal attention. -Russell G Wilson
- No reason, we just got lucky. We just looked into buying this house and ended up working with Quake and his team. They all did a great job!! -Donald Lenaghan
- We originally purchased thru Kristan Cole, from a buyer's experience we were pleased. -Honnen McLeod
- We seen excellent reviews online. -Daniel Kincaid
- Community Reputation -Roger Chenoweth
- They had had a good reputation – Jennifer Saley
- Because Kristan in a personal friend and is a great person! – Linda Hotchkiss
- Reputation! – Michael Oakley
- Proven results -John Earle
- I was referred to them. -Jennifer Hawkins



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What do our clients say about Working with us?

- We had worked with Kristi when we purchased and found her to be very personable and knowledgeable. -Jimmy Cantrell
- **a friend recommendation** -Mike McCann
- My daughter in law **recommended**. -Linda Rutherford
- Received a mail brochure from the agency -Jeffery Sheffield
- Advertisement -Heidi Angle
- Had a friend working there -Kevin Walsh
- Seemed much more experienced than the agent we were originally with based on website bio -Joey Hatcher
- **We are return customers**, we used KC to purchase the home 05-06 -Martha Bush

When you think about your real estate experience, what stands out most in your mind?

- The fact that just the mere sign had people looking at the house. -Micah Dippel
- Getting stuff done. -michael@jodie hiatt
- The **team is professional and dedicated to excellence**. Every person that I dealt with, from the person who answers the phone, to the stager, **was highly knowledgeable and efficient**. -Susan Brunner
- Excellent listening skills, taking action based upon needs. -Babette Robertson
- Happy that it is over. -Deb Cole
- It was stressful, but Jubilee handled all of **our problems gracefully, quickly**, and made sure we were 100% comfortable with every decision. -Kylie Boepple
- Did a good job of keeping me informed as to what was happening and when - Barb Morris
- How fast everything went, and how this **experience over** my last one was much more knowledge to offer -Donald Demaster
- The long process and bumps along the way. -Kathy Kern
- She got it done! Very straightforward no wasting time or energy! **Got us what we wanted for the price we wanted fast!** -William long
- **Excellent agent** -Guy Fisher
- Fast sale -Russell G Wilson
- I thought it was a **great experience**. My wife and I had never bought a house before. What stands out most is how everyone explained every step. When a brief hurdle was meant, the team got us through it. -Donald Lenaghen
- **Prompt response** to communications (e-mail, phone). -Honnen McLeod
- **Negotiating** on different levels -Daniel Kincaid
- Precise Market analysis by Kristi -Roger Chenoweth



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What do our clients say about Working with us?

- **Marketing** – Jennifer Saley
- No pressure! – Linda Hotchkiss
- Efficiency -John Earle
- **It went pretty smooth.** -Jennifer Hawkins
- **The positive attitude** and friendliness of Kristi and Tiffany! -Jimmy Cantrell
- Renee knew where and what I was looking for and found the place for sell soon as it was listed -Mike McCann
- **The quality of service.** -Linda Rutherford
- Knowing how thing are **completed with the least expense to the seller** -Jeffery Sheffield
- How helpful and understanding when I asked questions. How **they went out of their way** to meet y needs. -Heidi Angle
- Willingness to show a lot of houses quickly while actively helping in the subtraction process -Joey Hatcher

When you think of our services, what 3 words come to mind? Of the services, we provided, please underline what was the most important?

- **Extremely effective advertising** -Micah Dippel
- Time/ closing / patchents. -michael@jodie hielt
- **Professional**, attentive, informed. The expectations we were given were incredible accurate. -Susan Brunner
- Timely, **Knowledgeable**, Smart -Babette Robertson
- Friendly, **Experienced**, **Communication** -Deb Cole
- **Knowledgeable**, **Professional**, and **Caring!** I honestly can't decide which is most important because they were kind of a package deal. -Kylie Boepple
- **Conscientious**, **trustworthy**, **knowledgeable** -Barb Morris
- **Motivated**, **Fast paced.** -Donald Demaster
- **Friendliness**, **prompt**, and energetic -Kathy Kern
- **Prompt**, engaged, low pressure -Neal Petersen
- **Experienced**, **knowledgeable**, friendly -William long
- **Knowledge**, **Personalized**, **caring** -Guy Fisher
- **Professional**, **Curious** & **Friendly** -Russell G Wilson
- **Best of best! Services: constant communication** with us. -Donald Lenaghen
- I loved how easy documents were electronically signed! So convenient!! -Honnen McLeod
- **Timeliness**, **Communication**, and **Negotiation.** (Timeliness) -Daniel Kincaid
- Professional! Personable! Pleasant -Roger Chenoweth



LIFESTYLE HOMES
WORLDWIDE

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What do our clients say about Working with us?

- Patient, Caring, Understanding- Jennifer Saley
- Efficient, Helpful, Professional – Linda Hotchkiss
- Effective courteous efficient – James Belz
- Competence, efficiency, professional -John Earle
- Knowledgeable, Friendly, Good communication -Jennifer Hawkins
- Professional and responsive. That's only two, but they are the most important for outstanding customer service. -Jimmy Cantrell
- Prompt communication -Mike McCann
- Quality, experience, knowledge. -Linda Rutherford
- Dependable, knowledgeable, timely -Jeffery Sheffield
- experienced, helpful, great communication skill -Heidi Angle
- Professional, prompt and knowledgeable -Joey Hatcher
- Accessible, knowledgeable resource -Martha Bush

What did we do that added the greatest value to you in the sale of your property?

- The closing agent was helpful. -Joni Stamm
- Honestly the staging made the house look awesome. -Micah Dippel
- Showed us the home we wanted. -michael@jodie hiett
- The staging was magnificent. -Susan Brunner
- Assisted with clean up after renter moved out, this was greatly appreciated since we were so far away. -Babette Robertson
- Communicated well -Deb Cole
- I didn't realize buying property was so confusing. There was so much going on that I had no idea what it meant or how to answer, or even which step to take next! Jubilee was extremely knowledgeable with everything and helped explain all of the legal jargon that was being tossed around in contracts and documents. -Kylie Boepple
- Accepted my ideas/opinions -Barb Morris
- We worked on the seller and his purchase agreement. -Donald Demaster
- Follow through -Kathy Kern
- Knowledge in handling foreclosures. Got us what we wanted for less than we expected to spend. -William long
- The house sold and happy with that. -Barbara McIntire
- Making it a fast process from listing to contract -Russell G Wilson
- Evert step was completely explained. Tiffany was absolutely awesome!! -Donald Lenaghen



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What do our clients say about Working with us?

- Just that, you sold our house!!!!!! Hired a stagger and took professional photos. - Honnen McLeod
- Timeliness throughout the sale via long distance outta state. -Daniel Kincaid
- Told us what it was worth -Roger Chenoweth
- They Were Very Patient With My Difficult X-husband And Helped Out In Every Way They Could- Jennifer Saley
- Kept me informed on all the communications. Constant updates. – Linda Hotchkiss
- Sold in 22 days – James Belz
- Kept us motivated - Kelvin Simonson
- The listing preparations. -Jimmy Cantrell
- I received more money. -Linda Rutherford
- Tried to keep us informed of all the aspects of the sale -Jeffery Sheffield
- Well two actually 1. answering all my questions without making me feel stupid 2. accommodated my special needs i.e.: meeting me at the car so I would not have to use my wheelchair. -Heidi Angle
- Pictures -Kevin Walsh
- Helped actively to find the RIGHT house -Joey Hatcher
- Stayed after it -Martha Bush

MISSION

Supports Safe Housing For At-Risk Youth

FOUNDATION NAME

Kristan's Home Of Hope,
Hopeward, Inc.

TAGLINE

Buying and selling a home with The Kristan Cole
Real Estate Network supports safe housing for
at risk youth.

DEVELOPING AWARENESS AND EXECUTION

- Infusing information in all marketing and
advertising in all locations
- Donation to the Kristan's Home of Hope
Foundation with every real estate closing
- Social events to raise money for the foundation
such as charity auctions, 5K and running events.
- PR campaigns to raise awareness
- Social Media - FB, Twitter, Pinterest, LinkedIn
- Radio Interviews with Strategic Partners
- Various Media - Newspaper, TV, Radio
- Stories of Hope
- Foundations Events throughout the year



**KRISTAN
COLE**
Founder



SERVICE MARK:

Hope in a Safe Home

LEGAL ENTITY:

Hopeward, Inc.

TRADEMARK:

Kristan's Home Of Hope

SONG:

On Fire

Kristan@KristansHomeOfHope.org KristansHomeOfHope.org



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Kristan's **HOME Of HOPE** Advantage Program

Kristan's Home of Hope Advantage Program gives Veterans, Seniors, and Past Clients special benefits. These benefits attract more buyers to the homes we have for sale.

Benefit Highlights:

- Reduced listing commissions for Seniors, Past Clients, and those who have served in the Military
- FREE Moving Truck (Alaska only)
- FREE Keys made
- FREE Copies
- FREE Notary
- FREE Give Aways multiple times per year
- FREE Annual Client Bash honoring YOU the client
- FREE list of our affiliate Business Partners who give exclusive discounts to members of the Kristan's Home of Hope Advantage Program. (Kristan's Angies List if you will)
- FREE Scholarships to graduating seniors
- FREE Give Back Program

A portion of every commission is donated in our clients name to Kristan's Home of Hope which supports safe housing for at risk youth. We are currently partnered with:

- My House (for homeless youth)
- Teen Challenge (those who find themselves homeless and addicted to drugs and alcohol)
- The Dream Center (young girls who have been saved from sex trafficking).

When you buy or sell a home with the Kristan Cole Real Estate Network, you are supporting safe housing for at risk youth!

You simply get **MORE** when you work with The Kristan Cole Real Estate Network.

MORE marketing, MORE money in your pocket, MORE perks,
MORE service and a lasting legacy.



Kristan Cole

MBA, ABR, CCIM, CLHMS, CDPE, CRS
www.kristancole.com



Business and Community Achievements:

- ◆ Currently REO Broker for Bank of America, Freddie Mac, Chase, Citi, HUD, Wells Fargo, Alaska USA, and VRM; Past REO Broker 1986-1992 for First National Bank of Alaska, FDIC, Home Saving Financial, First Federal Savings & Loan, United Bank Alaska, National Bank of Alaska, Fannie Mae. Processed, sold & closed over 400 REO's
- ◆ Top 50 Teams in Keller Williams International
- ◆ National Leadership Instructor for Star Power, 2005-2012
- ◆ Top RE/MAX Realtor for Alaska 1998, 2000, 2002- 2006, 2008
- ◆ Top 100 Internationally Residential Division RE/MAX International 2001, 2003-05
- ◆ Top 50 Internationally Commercial Division RE/MAX International 2001, 2004-2005
- ◆ CLHMS Designation, Certified Luxury Home Market Specialist awarded 2004
- ◆ Selected 1 of 12 National Star Power Stars, Howard Brinton Star Power 2003
- ◆ ABR Designation, Accredited Buyer's Representative awarded 2003
- ◆ CRS Designation, Certified Residential Specialist awarded 1999
- ◆ CCIM Designation, Certified Commercial Investment Member Awarded 1996
- ◆ Masters Degree in Business Administration (MBA) 1995, University of Alaska Southeast
- ◆ Bachelors Degree in Business Administration (BBA) 1992, University of Alaska, Southeast

Business and Community Involvement:

- ◆ Contributor and Promoter of Kristan's Home of Hope & Supporting Safe Housing for at Risk Youth!
- ◆ The Alaska Fund Trust, Trustee, April 2009-2011
- ◆ Director for Keller Williams Commercial and member of the Commercial Leadership Council, CLC 2010 and 2011
- ◆ CREW (Network of Commercial Real Estate Women) Alaska, President, October 6, 2008- 2012
- ◆ Creamery Corporation Board Member & Chair, June 18, 2007 – September 1, 2009
- ◆ Board of Agriculture & Conservation, Board Member & Chair, June 18, 2007 –September 1, 2009
- ◆ Alaska Royalty Oil and Gas Development Advisory Board Member May 22, 2007 – March 1, 2011
- ◆ Frontiersman Reader's Choice Award, Best Real Estate Agent 2004 – 2006, 2014, 2015
- ◆ Giving Back Program, Premier Community Citizenship 2006- to date
- ◆ National Leadership Conference Instructor, Star Power 2005-2012
- ◆ Annually Awards \$2500 in scholarships annually to Mat-Su-Valley High School seniors
- ◆ Contributor to KW Cares 2009- to date
- ◆ Member Operating Board of Directors, Providence Hospital 1999-2001
- ◆ Honored by Alaska Legislature for Illustrating how American values, hard work, and knowledge encourage the
- ◆ best rise to the top in the market economy 1998
- ◆ Realtor of the Year, Valley Board of Realtors 1996
- ◆ Commission Member of the Alaska Real Estate Commission, May 1993 – January 1996
- ◆ Member and Past President Operating Board of Directors, Valley Hospital, April 1993 – September 2001
- ◆ Board Member, Agricultural Revolving Loan Fund, May 1992 – May 1993
- ◆ Marathon runner for charity 2010 – to date

Business Experience:

- ◆ Vice President of Mega Agent Expansion, Keller Williams International, October 2013- to date
- ◆ Operating Partner Keller Williams Arizona Realty 2012- to date
- ◆ 30 plus years in Real Estate in Alaska, May 1984- to date
- ◆ Regional Director, Southwest Region, Keller Williams International, 2011-2013
- ◆ Broker in Alaska, 1986-to date, Broker in Arizona 2015
- ◆ Owned and sold 2 RE/MAX franchises
- ◆ Partner of Keller Williams of Wasilla Business Center, March 2009 – to date
- ◆ Broker in Charge, The Kristan Cole Team Branch Office Keller Williams Realty, Alaska Group; March 2009- to date

Distressed Property Expert Designations:

- ♦ Member REO Elite
- ♦ Member REO Broker
- ♦ Member REOTRANS
- ♦ Platinum Certified
- ♦ CDPE Certified (Certified Distressed Property Expert)
- ♦ Freddie Mac Broker
- ♦ Approved VRM (Vendor Distressed Property Expert)
- ♦ Bank of America REO Broker
- ♦ National Asset Management Group, Approved Vendor
- ♦ Citi Bank REO Broker
- ♦ Chase REO Broker

Personal Achievements:

- ♦ Miss Alaska 1982, preliminary to Miss America
- ♦ Licensed Small Engine Aircraft Pilot
- ♦ Golfer and NFL football fan
- ♦ Marathon Runner for Charity Team
- ♦ Mother of 5/ Grandmother of 2



Ranked "highest in customer satisfaction among home buyers and seller segments" by J.D. POWER AND ASSOCIATES (August 2012).



Third year in a row, ENTREPRENEUR MAGAZINE ranked Keller Williams Realty the number one real estate franchise on the Franchise 500 list.



Ranked in America's top ten national workplaces by WORKPLACE DYNAMICS.



No. 1 on the annual REAL ESTATE TRENDS 500 REPORT where KW offices represented 23 percent of the top 500 ranked by transactions and 24 percent of the top 500 ranked by volume - more than any other real estate franchise.



INMAN NEWS - Cofounder and Chairman of the Board Gary Keller named one of the 100 most influential Leaders in Real Estate.



TRAINING MAGAZINE - Training Top 125, 2010, 2011 and #1 in 2014.



KW MAPS COACHING - has earned multiple accolades, including being awarded a Stevie Award for Sales Training and Coaching Program of the year, and was the first real estate company to be nominated for the PRISM Award for its excellence in coaching.



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What's important to you, matters to us!

Share our Beliefs and

Mission

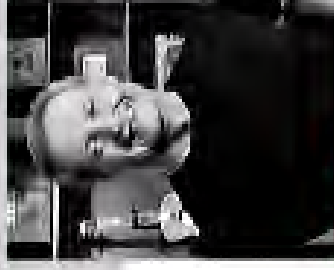
To build careers worth having, businesses worth owning and lives worth living.

Vision

To be the real estate company of choice.

Values

God, family and then business.



Gary Baker
Co-Founder and
Chairman

The W4C2S Belief System

Win-Win – or no deal

Integrity – do the right thing

Customers – always come first

Commitment – in all things

Communication – seek first to understand

Creativity – ideas before results

Teamwork – together everyone achieves more

Trust – begins with honesty

Success – results through people

Kathy Brogan
Team Leader
(480) 767-3000
KathyBrogan@KWW.com

KWW KELLERWILLIAMS
ARIZONA REALTY



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CONGRATULATIONS
TO THE

120

**Keller Williams Agent Teams
and 27 Individual Agents,**

Named to the

REALTrends
The Trusted Source

TheThousand

THE WALL STREET JOURNAL

CONGRATULATIONS!

We Are Honored To Be In Business With You

Individual: Slides, David Sich, Libby Sosinski, Luis Coronel, Mary Whitworth, Corey Edwards, Peter Drossos, Amy Kile, Philip Hamner, Ryan Hanson, Jay Heckendorn-Telenda, Mark Groszkowiak, Stephanie Vitacco, Bryan Huff, William Morris, Joseph Hayes, Suzy Moore, Gene Johnson, Suzie McDowell, Team Sides Lee, Tessie Team, Joe Rothchild Realty, The Mark Spain Team, Jeff Glover & Associates, Bob Lucido Team, The Loken Group, Inc., The Stephen Cooley Team, Ben Kinney / Home 4 Investment Team, The Merrick Team, Topmark Realty, The Rhoades Team, Delgado Home Team, The Penna Group, The EZ Sales Team, Unity Home Group, Jay Day and the Day Home Team LLC, The Five Doors Team, Universal Properties, The Pylon Team, The Anderson Team, Leo Pareja Team, The Rider Elite Team, Brown Dean Group, TeambuilderKW, Kevin Blain Team, Levinson Team, The Buehler Group, Legacy Group, Kenny Klaus Team, Shane Woolen LLC, The Green Team, Charlotte Mabry Team, The Wernert Group, Jennifer Young Team, The Brett Tanner Team, Homehelper Consultants, The Kendra Todd Group, The Indy Property Source, Harper Sells Houses, The Holl McChay Group, Gate Any and the Group, The Mark Z Team, Philbeck Homes, Laura Gilott Team, Wilson Realty Group NC, Group O'Dell, The Ryan Dallas Team, Griffin Properties, The Pat Mban Group, Rick Hale and Associates, Mike Hicks, The Scott Smith Team, Laurie Reader Team, Liz Lauer & Associates, Pomerteau Team, The Professionals, 509 Properties, The Helen Olven Team, The Jim Hadden Team, The Heyl Group, The Dan Holt Team, The Roy Group, Robert J. Fischer, Ann Hoke & Associates, The Kristan Cole Real Estate Network, Lawler Partners Inc., The Wagner Team, The Hedorey Group, The Schilt Home Team, Richard Brenkus, William Bustos Group, Maron Frankie Individual Volume, Julianna Lee, Lan Bowling, Stephanie Vitacco, Jesse Weinberg Team Volume, Bob Lucido Team, Joe Rothchild Realty, Jay Day and the Day Home Team LLC, The Rhoades Team, TeambuilderKW, Topmark Realty, Ben Kinney / Home 4 Investment Team, The Loken Group, Inc., Unity Home Group, Alchemy Real Estate Group, The Sue Adler Team, The Five Doors Team, Jeff Glover & Associates, The Stephen Cooley Team, The Pylon Team, Omega Group, Jennifer Young Team, Eric Garcia Properties, The Penna Group, Universal Properties, The EZ Sales Team, The Sunset Team, Leo Pareja Team, Gus Anthony Realty, Inc., The Kink Team, The Desi Pagano Team, Phil Chen - Sybana Team, Dwellus Group, The Buehler Group, Noah Ostroff & Associates, Steven Cohen Team, Lyle Bishop Team, Homehelper Consultants, Nool Team, **Individual Average Sale Price:** Greg Moore, David Meir, John A. Woodward, IV, Matthew Schanche, Heather Hosto, Michael Eisenberg, **Team Average Sale Price:** Pennier Group, Total Realty Group, Phil Chen - Sybana Team, McCormick Team, Maiza Group, Omega Group, The Sunset Team, MS Properties, The Wang/Skogan Team, The Inman Team, Debbie Sharp, Aaronson Team

kww
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