

# Why list with *Joril* and the





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# Trust the Broker You Choose

**Today, you make a choice.** While we discuss the sale of your home, you'll have to choose whether to trust me with the sale of the single most important asset you own. In the attached information and in my marketing presentation, I will provide you with enough information about the market, my qualifications, and my marketing program for you to make an informed decision about who will best represent you in this important business transaction.

**Results—that's what I promise you.** My objective is to provide you with accurate and timely information about the real estate market in our area so that you can make intelligent decisions regarding the sale of your property. **I will tell you what you must hear and not what I think you may want to hear about the market and the value of your property.** I acknowledge that I may periodically lose business because I am truthful with my clients in this regard, while some of my colleagues will tell you what you want to hear to temporarily get your business. But I will absolutely substantiate all of my recommendations and conclusions with the factual data that I have extracted from the Northwest Multiple Listing Service.

Ultimately, it may be that you will also want to get an opinion from another broker, and that's fine. However, you should know that all brokers have access to the same information. Therefore, the determination of your home's value should be nearly the same. Remember, no broker can affect market conditions. If a broker suggests that you can sell your property for other than what the market indicates, it is a disservice to you, only prolonging the sales process and, according to National Association of Brokers statistics, resulting in a lower net proceeds amount.

Select your Broker based on experience and results. While past performance is not necessarily an indication of future success, what else can you go by? If you truly want to sell your home, you must be willing to sell it for what the market will bear. If you are not willing, that's perfectly okay; and perhaps I can help you in the future when, and if, the market changes in your favor. But if you want to sell now, no one will provide you with more candid feedback and factual information than I will. In addition, I will thoroughly explain my marketing program to you and provide factual data on how it has worked for others in the past. I will also gladly provide you with names of several individuals with whom I have recently worked so that you can discuss my credentials with someone who has first-hand knowledge of the way I work.

**This is my commitment to you.** As a professional in every sense of the word, I will provide the best possible service available so that your goals are met in the shortest time frame. My goal is to meet your expectations and hopefully exceed them as it applies to your real estate needs.

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# A Greater Purpose

As the owner of Toril Sells Houses, I would like to share a story about the creation of Toril Sells Houses.

I had just graduated high school and was attending the local community college working towards my Associates Degree. I was working at the mall as a surveyor; you know the annoying ones that ask you questions in the middle of the mall. Most people would hate this, but I loved the challenge of talking to random people and getting them to complete the surveys. It came very natural to me. My dad must have noticed my passion, because that very next summer, he offered to pay for me to go to school to get my real estate license. He told me he thought I would be great at real estate. No one in my family had ever been in real estate and I was as green as they come. I had no idea what a mortgage was... I just had graduated high school! I immediately started attending both morning and night real estate classes to learn more. I was like a sponge. I wanted to know more and I loved it! I got my license at the end of that summer and started selling real estate when I was just 19. My office was on Lake Tapps and I remember like it was yesterday... my friends out in their boats waving at me to come play on the lake but I was very serious about working and very determined to “make it” in real estate. The odds were against me... but I love a challenge!

I have successfully led a real estate team as the number one ERA Real Estate Team in the nation and we were featured in Broker Magazine’s 30 under 30 and RIS Medias Brokers on the Rise. After the market declined, I got my managing broker’s license, moved my team to our own office, became a certified distressed property expert and learned how to help our friends and community in the “new” market. I settled all debts of my old companies and a real estate franchise agreement.

I know life is 10% of what happens to me and 90% of how I react to it. I have always believed that no matter what happens, it is best not to burn any bridges. I have learned that my motto of “killing people with kindness” is always the best choice, no matter what. I have learned that debt is like a magnifying glass to your bad choices and leverage is not as cool as people think it is. ☺ Most importantly I have learned that for me success is being “there” for my son Soren, my family, my friends and community.

I am proud to say that my team has continued to be “in the green” even in the craziness of the last few years. It hasn’t been easy, but we have worked very hard. I am blessed to have such an amazing team. We are learning and growing while having fun helping families, friends and our community. We are very proud to be “the experts” in the real estate business and to still be standing!

All 16 years of my career have flown by. I am now 35 and have a PHD in life and can say this with a smile. I have learned so many valuable lessons from my successes and failures that I know I wouldn’t have ever learned in college. I am proud to share and use my experiences to help others. I have created the best, most productive strategies for our clients with a team of talented, passionate people and a vision of strength. Our clients hire us because we are experts in real estate. They also know that doing business with us is easy because we are there for them and understand. My vision is to grow my real estate company into a successful profit sharing business, to become debt free and be “there” for my family, friends and community. I’m already there in so many aspects and can’t wait to see what the next 16 years bring!

Thanks for letting me share...Smiles ☺

*Toril*

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# The Toril Sells Houses Team's Vision Statement & Core Values

## Vision Statement

*Our vision* is to be the team of choice by transforming the way our clients, friends and family view real estate.

## Mission Statement

*Our Mission* is to exceed our clients' expectations and to live by the platinum rule ~  
**"Treat others how THEY want to be treated."**

## Core Values

### Stability

We strive for congruency mentally, physically and financially at home and work so that whatever happens we can sustain our high level of performance as a team to feel secure and peaceful and make our clients feel the same.

### Integrity

We will always do what is right, even if it is hard, because it is the right thing to do. With being honest and having strong moral principles, comes a higher quality of life in business and personally.

### Win/Win

We ask ourselves "What is best for everyone?" We come up with a strategy and we resolve conflict.

### Persistent

We will not give up. We will continue firmly on course in spite of difficulty.

### Optimistic

We are always confident about the future ~ expecting the best and remaining positive.

### Sincere

We care. We tell our clients what they need to hear. We express how we genuinely feel and believe.

### Be Humble

We believe that humility is the most modest estimate of one's own importance. We will always show respect and remain grounded.

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# Toril... not your typical real estate broker

*We back our vision with unbeatable education, talent,  
and experience and an unbelievable marketing plan.*

## *Education, Experience and Recommendations*

- In the top 1% of all Brokers in the nation
- Licensed Broker since 1996 and full time in the business
- Combined team experience of over 50 years in real estate
- #1 ERA Team in WA State, 2000-2009
- #1 ERA Team in Nation For AGC, 2006-2007
- Beyond Excellence Top Team 1998-2008
- Rise Media Broker On The Rise 2006
- Star Power Star 2006-2011
- CyberStar 2010-2011
- Broker Magazine
- Top 30 Under 30 (2002)
- Brokers On The Rise (2006)
- Professionally trained and certified in foreclosure and pre-foreclosure (short sale) home sales. (CDPE)
- Dave Ramsey Endorsed Local Provider
- iClear REO Certified
- Res.Net REO Certified
- SingleSource REO Certified
- CitiMortgage Certified
- CRS Real Estate Conference
- Global Real Estate Institute
- Top Gun
- Five Star Certified
- Professional leadership training
- Buyer and Seller specialization training
- Licensed Property Management services to banks and owners



*As you can see, continued growth is our team's priority  
and insures that we are always able to guide and serve you better.*

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# The Toril Sells Houses Team

*Personalized service is getting the service you want, as you need it. One person can't do it all; it takes a team to provide personalized service.*



*"I lead our team of experts in listing, negotiation and monitoring the market for our clients. As a listing specialist, I also help sellers find fair market value for their homes."*

**Toril Schoepfer – Broker/CEO**

*"As Listing Partners, we help sellers find fair market value for their homes."*



**Judy Jackson**  
Broker/  
Listing Partner



**Michele Cargill**  
Broker/  
Listing Partner

*"As Buyer Specialists our goal is to find buyers the best home at the best price."*



**Johnny White**  
Broker/  
Buyer Specialist



**Tonya Hunstock**  
Broker/  
Buyer Specialist



**Leona Lytle**  
Broker/  
Buyer Specialist



**Dave Hawley**  
Broker/  
Buyer Specialist



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# The Toril Sells Houses Team



***“With me, you can feel fully confident that myriad of details are carefully followed to ensure the closing of your property is as trouble free as possible.”***

**Colleen Isaacson – Broker/Closing Manager**

***“I will take care of you while your home is listed. I work one on one with Toril to provide you with the most up to date information on the listing of your home. “***

**Kim Nickel – Broker/Listing Assistant**



***“Too underwater to sell?  
I can take the stress out of renting  
your home if you have to move.”***

**Mandy Thacker – Broker/Property Manager & Office Manager**

***“I work virtually on market statistics to ensure we are always one step ahead of the market and it's trends.”***

**Steven Quiazon – Virtual Assistant**



***“I make sure the photos of your home look great, your lockbox is installed and your sign is up to maximize your exposure and make the showing process easy.”***

**Venka Buller – Field Services Manager**

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# What You Can Expect...

**Superior Service From Toril's Unique Team** Full-time listing and closing managers and full-time buyer specialists are dedicated to servicing your needs. They help handle every detail from listing to closing. This allows Toril to focus her efforts on effectively marketing and selling your home.

**Market Updates** Weekly contact made by Toril or a team member to inform you of anything pertinent to selling your home, to check your supply of marketing materials, and to ask if you need any additional service. Updates on your home's showings, letting you know exactly what the brokers and buyers are saying. This allows us to make educated decisions on any changes necessary to make your home more saleable.

**Status Reports When Your Home Goes Under Contract** Colleen our closing and offer manager will be presenting all offers after Toril and her review the offer terms. Weekly emailed progress reports as to status of purchaser's loan, contingency removals (home inspection, etc.), bank appraisal coordination with closing broker, inspectors, well and/or septic certifications, etc.



The Toril Sells Houses Team helped 100+ families buy and/or sell homes last year. The average area broker sold 10.

*That's right...*

*Toril and her team sell more homes in a month than most brokers do in a year.*

*And that's not all:*

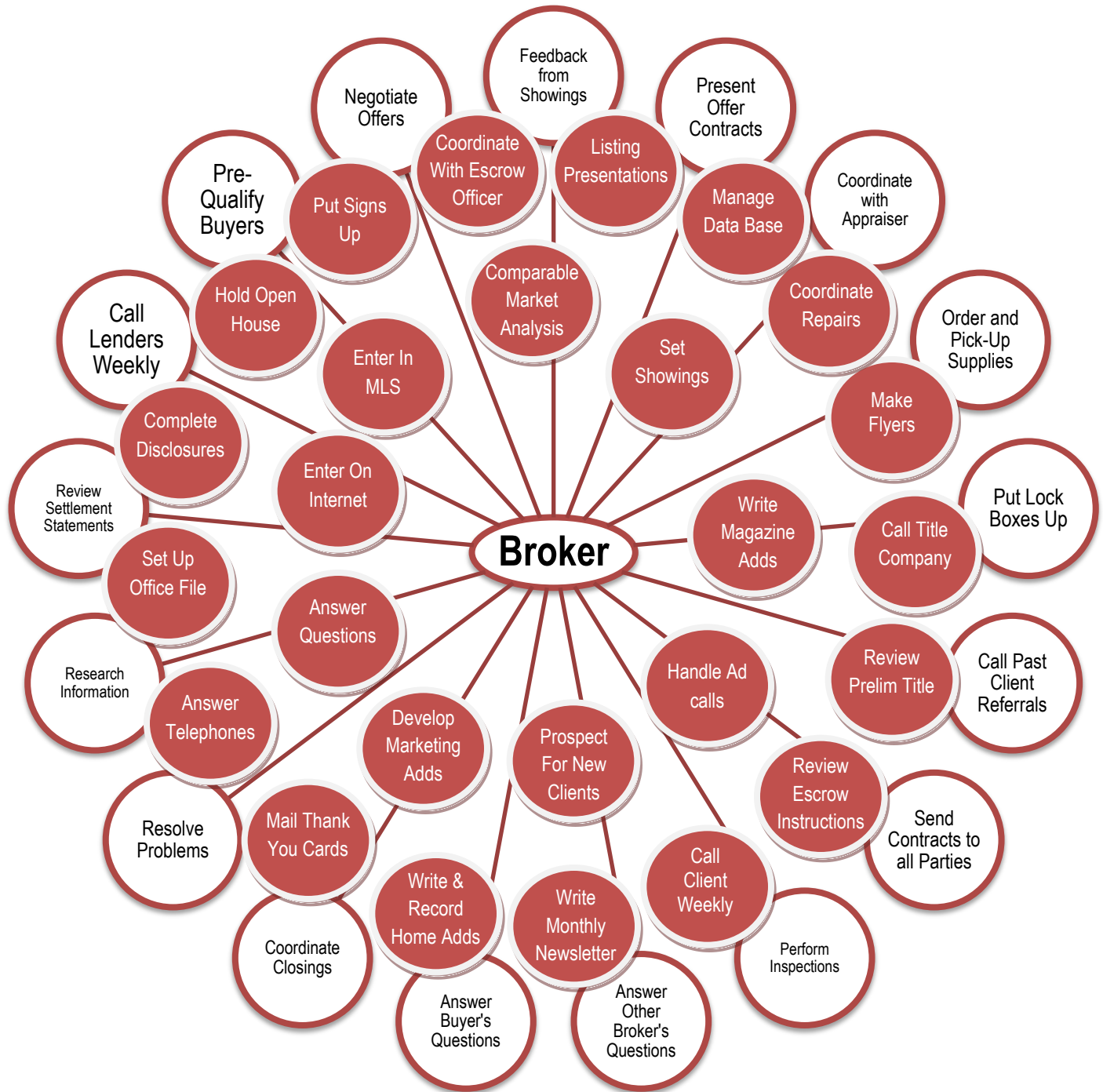
On average, Toril sells any property listed in 64 days. The average in our city is 110 days. That saves you the Seller, literally hundreds and maybe thousands of dollars!

On average, Toril Sells Houses Team sells homes for 99.3% of the asking price; the average in our area is 97%. On a \$300,000 property, this would mean \$6,900 more in your pocket.

Toril is consistently able to outperform the typical broker because of our unique marketing system that virtually guarantees a faster sale. Now who said all Real Estate Brokers are alike?



# A Single Broker Can't Do It All...



**...and this isn't everything!**

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**We focus on you, the *CLIENT!***



**...we have a **WHOLE TEAM** working for **YOU!****

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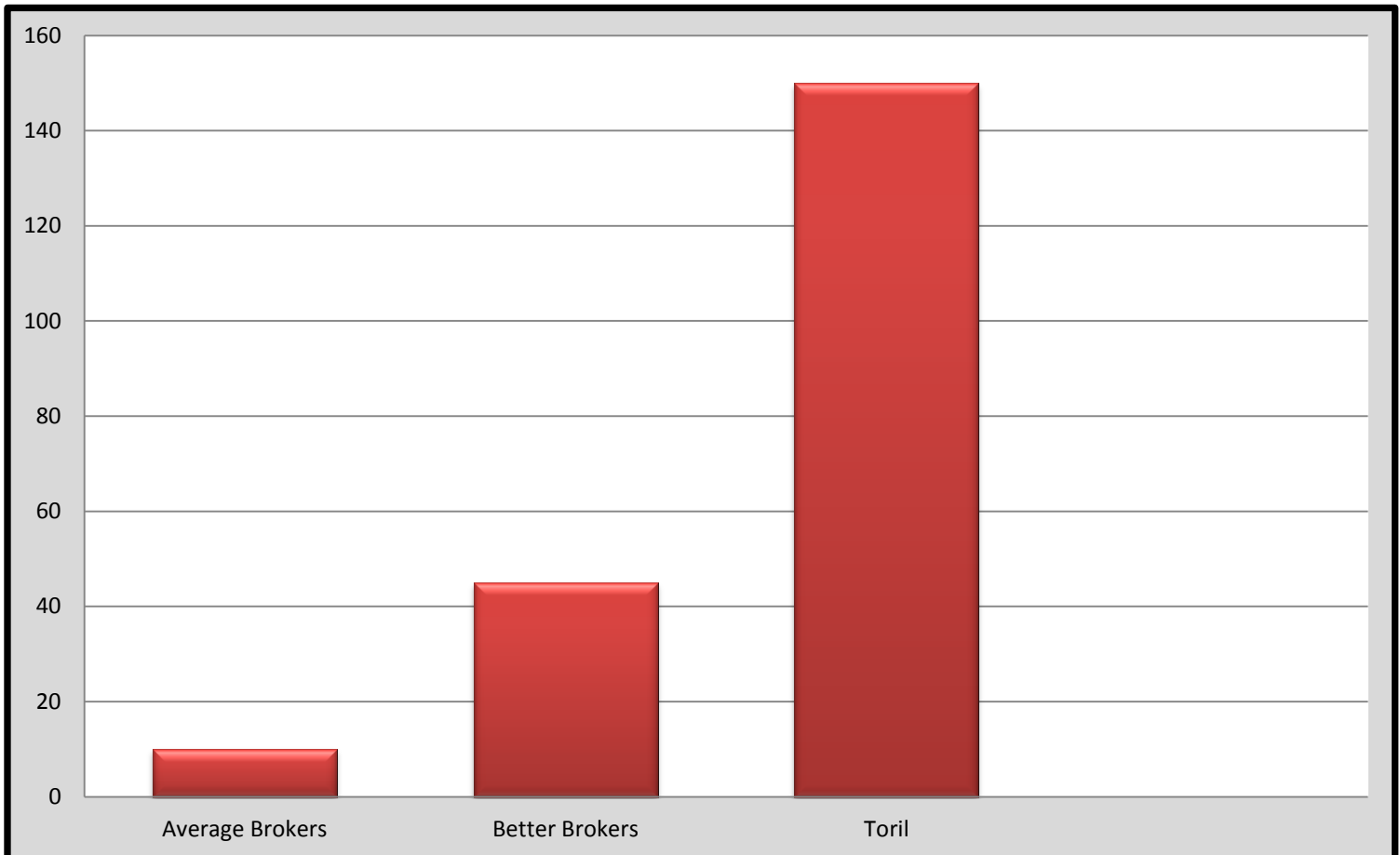


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# Does It Really Matter?

*“If their marketing is so good, why aren’t other brokers selling more homes?”*

## Toril’s Team Compared to Other Brokers

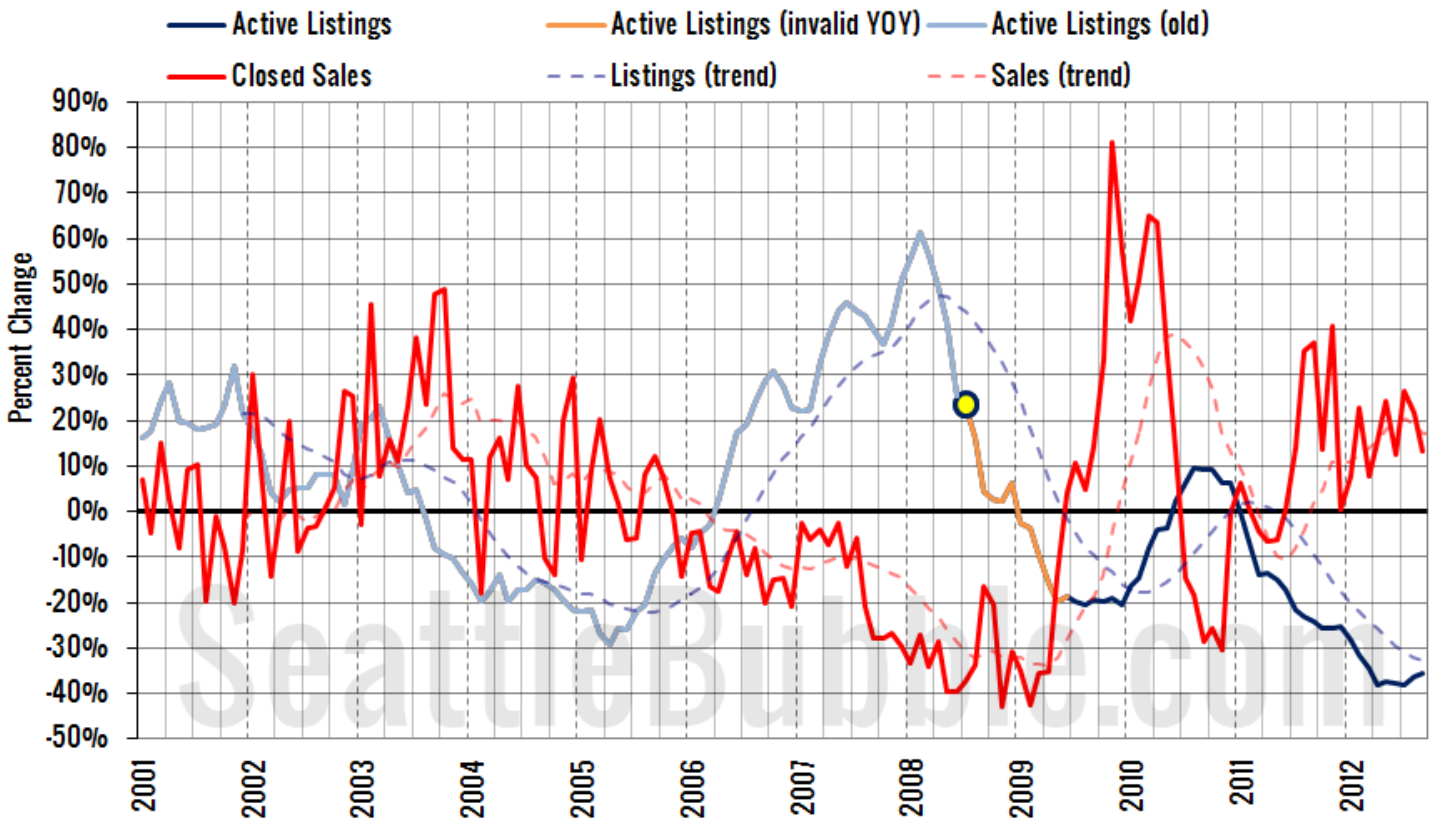


# Supply vs. Demand...

***Supply is the lowest it has been in 12 years...***  
***NOW is the time to sell!***

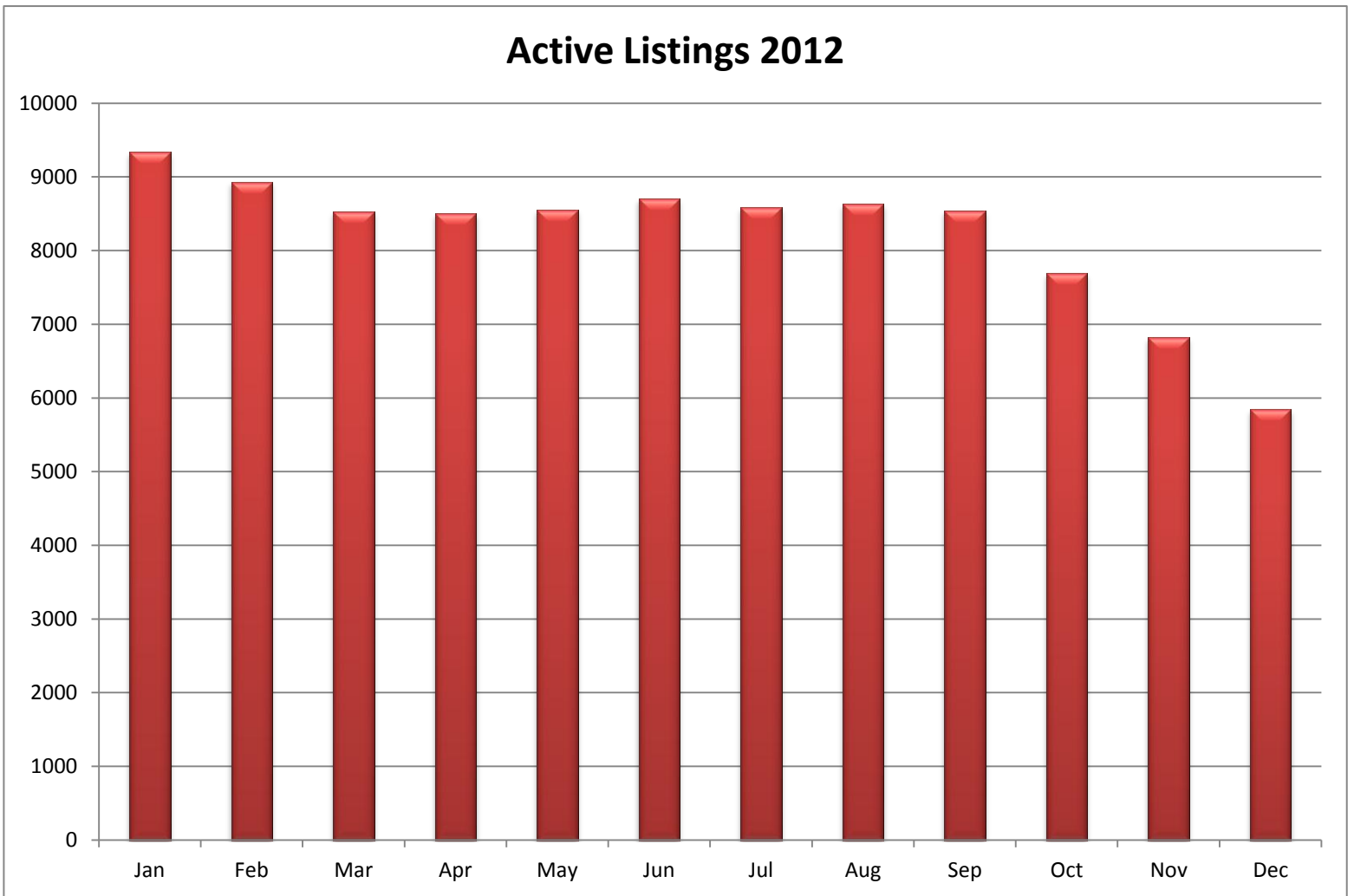
## % Year to Year Change

*NWMLS monthly sale counts include a varying amount of late-reported data from previous months.  
 Note: The definition of "active listing" was changed in July 2008 (yellow dot) to exclude certain properties.*





# King & Pierce County Active Listings



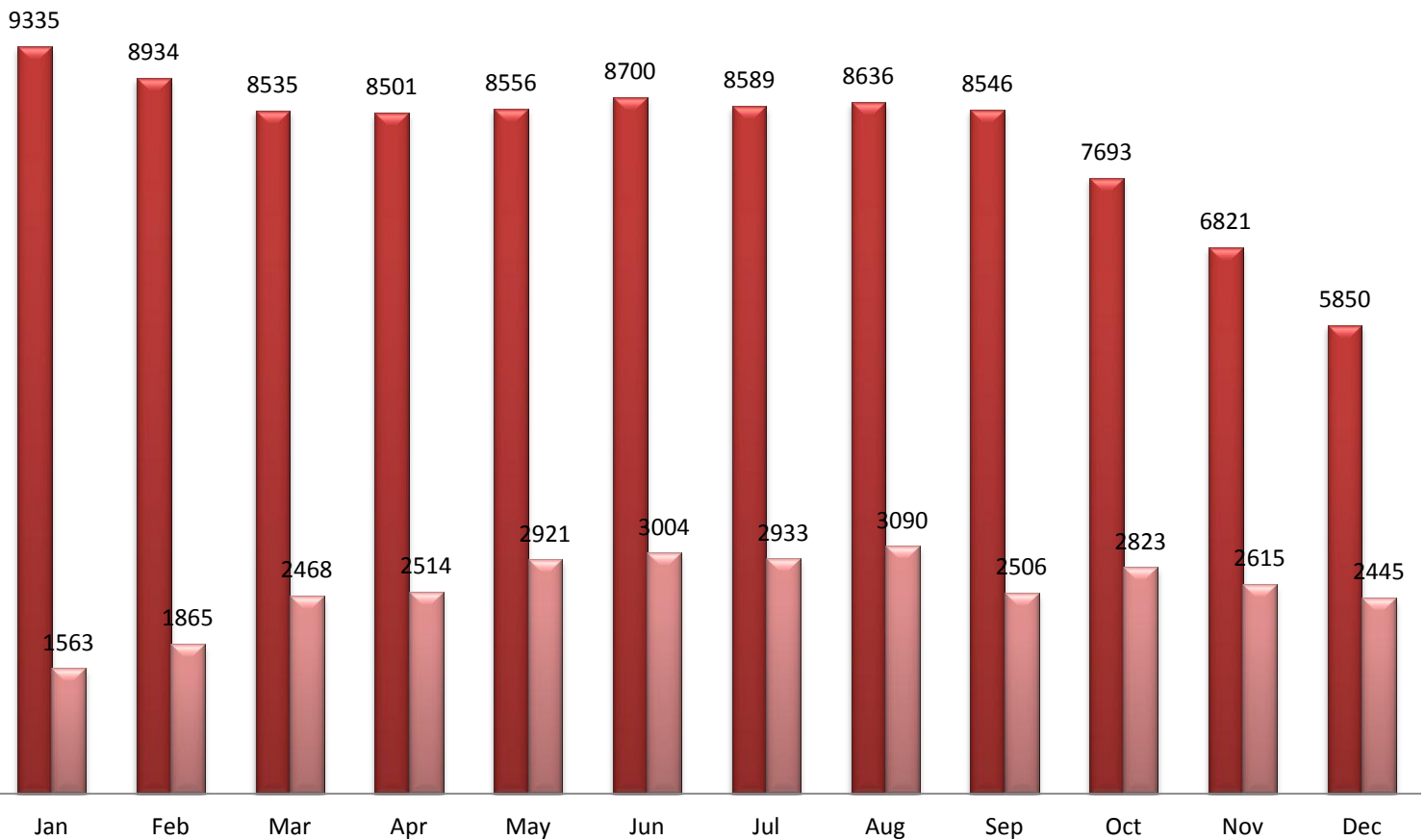
Statistics provided by the NorthWest Multiple Listing Service



# Number of Homes For Sale vs. Sold

## King & Pierce County Active Listings vs. Sold 2012

■ Active Listings ■ Sales



Statistics provided by the NorthWest Multiple Listing Service

# The Toril's Team Difference



**When you list your home with The Toril Sells Houses Team, you get a whole team of experts to make sure everything goes as planned!**

The Toril Sells Houses Team is one of the top teams in the nation, selling 100+ homes each year, so you can be sure they have the experience to guide you through the listing process. One of the chief advantages of working with a top team like The Toril Sells Houses Team is that they have brought together a group of specialists who handle each aspect of a buying or selling transaction; and, like a symphony conductor, Toril Schoepfer directs their efforts to meet your individual goal of selling or buying your home. That means someone who knows the process intimately is there to help you every step of the way, ensuring that every detail is handled properly.

**Don't be fooled into thinking that if you list with an broker that works alone you'll get more attention!**

Most of the effort involved in selling your home centers around administrative details—advertising, internet listings, brochures, transaction processing, etc. The tremendous amount of details and paperwork involved in a real estate transaction means that an average broker is selling 6 homes a year will have to spend the majority of their time completing non-selling activities. Our goal at The Toril Sells Houses Team is to have Toril spend 100% of her time focused on selling homes, while her competent team takes care of the rest.

**You can speak directly with your Listing Specialist any time you like and as often as you like!**

Toril's Team is not there to shield the listing specialists from customers and clients, but rather to handle important details such as marketing, transaction processing, and servicing listings on a day-to-day basis. In fact, they will have more up-to-the-minute details at any given time. The whole team is focused on finding buyers to buy your home. The Toril Sells Houses Team is not too busy for you because they hire people to do the busy work.

**The team approach to real estate also means that there is always someone available to talk to you.**

They will help you with a problem, give you the status of your transaction, or just answer a question. It just makes sense—your doctor doesn't take your temperature, blood pressure, or dress you in a funny looking gown—the staff takes care of these details so the doctor can focus on taking care of patients!

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# The Toril's Team Difference

## **Great Business Practices**

In addition to getting a highly trained team of compassionate, caring, experts, you get a very well run business. A great company is always made up of great individuals. It also has great business practices to deliver what we call raving fan service. We start with our purpose and support it with core values. We use personality assessments to insure people are in the best positions for their personal strengths. We also have a culture of high productivity and servant hearts. We are accountable to daily metrics that insure we deliver more than we promise. We have fantastic internal and external communication and therefore a team, not just a group of people. We have a daily 15 minute huddle where we celebrate our wins, report our progress, and announce our intentions for the day. Because of these business practices- it's just a great place to work too. We are all a part of something bigger and make a difference in other people's lives every day. All team members are full time. That is why this team continues to outsell the competition in our marketplace by 40 to 1.

## **And finally, you still get great marketing!**

Toril and her team spend over \$200,000 per year marketing their properties and company. This massive campaign generates thousands and thousands of buyers for their seller's homes.

The basics of real estate marketing is what we call the 4 P's

1. Put up a sign
2. Put up a key box
3. Put the property on MLS
4. Pray

The challenge is that most brokers stop there. The average broker nationwide sells 6 homes per year and can't possibly afford to do more. Some more active brokers do other things such as open houses, broker's opens, and print ads in the newspaper or local real estate books or magazines. These concepts were created 50 years ago and are 99% ineffective in today's market. We know this because we have done all of them and analyzed their effectiveness. The reason most brokers don't sell more homes than they did 50 years ago is because they don't measure their marketing effectiveness. They just do what has always been done, thinking it still works.

In this market you need to get information to the buyer instantaneously and then be able to get them to respond so we can convert them into a prospective, qualified buyer by being available, responsive, educated, and professionally trained at lead conversion.

## **Inquiries with immediate follow up lead to many more conversions.**

Inquiries without immediate responsiveness and availability reduces conversions tremendously.

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# Toril's Aggressive Marketing Plan

**The following are some of the tools we use to generate leads~**

## **Proven signage**

A high powered sign gets 10 times the calls that a standard sign does. We create full color flyers with multiple reasons for the buyer to reach out and call us. We use an IVR (interactive voice recording) system that people can get recorded messages 24 hours a day about the property and services. The recording gives the option to press zero and speak to a team member. When they call we are provided with a name and number of the prospective buyer for your home and follow up to set an appointment.

## **Our Interactive Voice Response system**

Our interactive voice response system (IVR) allows prospective buyers to call to receive information about our listings and programs from a 24 hour recording. While listening to the recording they can select being transferred to the broker on call. We also capture their contact information and follow up with them to offer additional information and set an appointment.

## **Web Presence**

Everyone should have dozens of websites (but they don't). In addition to the most well-known sites, we use the top real estate web campaigns in the country. Search engine optimization is an important part of the marketing process. Otherwise, you get lost in the crowded online world. Most people have a website but they don't generate leads. Toril's Team generates more than 180,000 hits annually off our award winning website by making our photos and ads clickable.

## **Social Networking**

Social media including Facebook, Twitter, You-tube, and blogging is growing in popularity. It's not changing the world of real estate yet but probably will in the future. We use social networking to drive traffic to our websites and expose your property to the greatest number of people.

## **Conversion of leads**

Availability and responsiveness are critical to converting prospective buyers! The team allows us to respond quickly. We also train on this daily.

## **On call broker 7 days a week 8-8**

Real estate is a 7 days a week business and the team allows us to be available and maintain a balanced life with our families. A lot of individual brokers (with no team) burn out and just get disgusted and even mean. We also know that if we answer the phone or respond to an inquiry within 10 minutes vs. 30 minutes, we are 4 times more likely to convert a lead to a qualified prospect for your home. The individual broker just can't do that. At Toril Sells Houses, we have a broker waiting by the phone ready for that call or email to come in on shift.

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# Toril's Aggressive Marketing Plan

## Other ways that the Toril Sells Houses Team is not your typical Broker~

### **Creativity**

The guaranteed sale program and fast cash program are just two examples of unique practices we use that no one else uses in our market.

### **Staging Assistance**

As certified stagers we understand what visually makes a home sell faster and for more money. We can assist you with coming up with a game plan and getting your home show ready.

### **Partnerships with Lenders**

We have established not only a partnership, but a friendship with some of the top lenders in Washington. If you need a loan, our lenders will make it happen, or show you the right path to get there in the future.

### **Pricing correctly**

Correct pricing is part of your marketing campaign. We go beyond the traditional comparative market analysis with just 6 months of comparable sales. Because pricing is one of the most important parts of selling your home, we use a lot more information than the typical broker. We use trends based on previous year's sales and based on the overall economy. We use economic indicators to produce future projections that lead to accurate pricing.

### **Knowing how to confidently read the market**

Most brokers don't have any idea why a property doesn't sell. The most common phrases we hear are "The right buyer hasn't come by yet", "It must be the market", or "Houses just aren't selling". This is just an indication of lack of experience and the inability to understand what the market is telling us to do. On all of our listings, we follow up on all of the showings and ask the right questions such as "Are you going to bring us an offer?", "What did the buyer like/not like about the home?", "What did they think of the price?", "Are they going to buy another home in-stead of ours, if so, why?", etc. In some cases, we sense enough interest in the buyer but the other broker is unable to get them to write an offer. In those cases we will write an offer to the buyer. We have sold many houses using this practice.

Last but not least. We are constantly adjusting our marketing plan to follow market trends and what is working. That's the reason we are the Real Estate Team of Choice!

**And remember... We're not bragging, we're applying for a job.**

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# Internet Marketing Campaign

Toril's Team has an aggressive internet strategy for marketing our listings to home buyers. By distributing your listing information to a wide array of consumer Web sites, we make sure that we maximize every opportunity to attract qualified buyers to the table.



These national sites and the sites that they power total more than 900 real estate search Web sites!

**Did you know?**

Approximately 90% of home buyers use the internet to search for a new home?

Real estate brokers and the internet continue to be the most important resources in the home search process.

45% of buyers found the home they actually purchased online.

## Company Websites



## Partner Websites



# Is Your Price on Target?



# Important! Price Your Home Correctly from the Start.

## OVERPRICING IN AN APPRECIATING MARKET

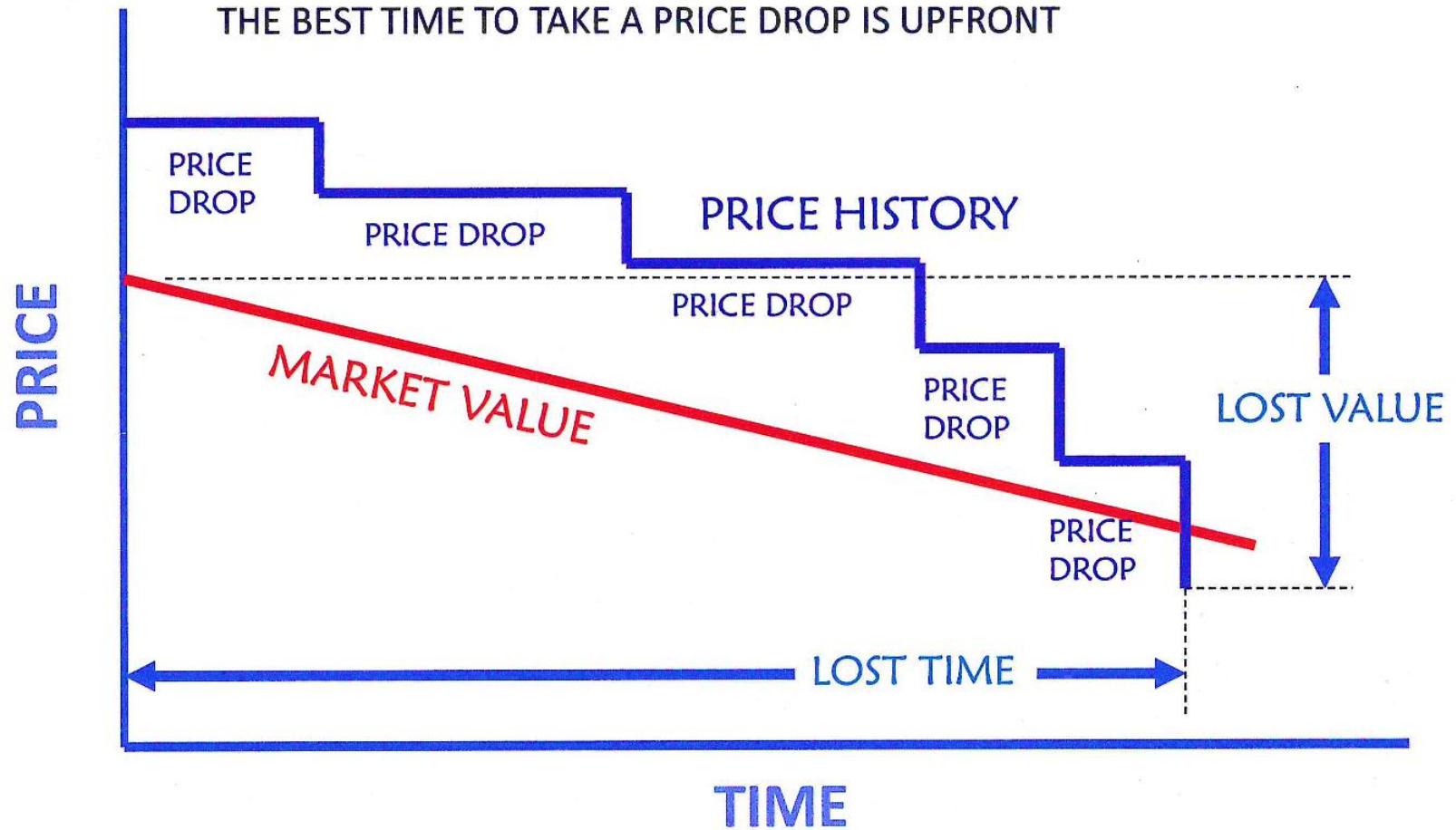
IF PRICED TOO HIGH, JUST WAIT FOR THE MARKET TO COME UP



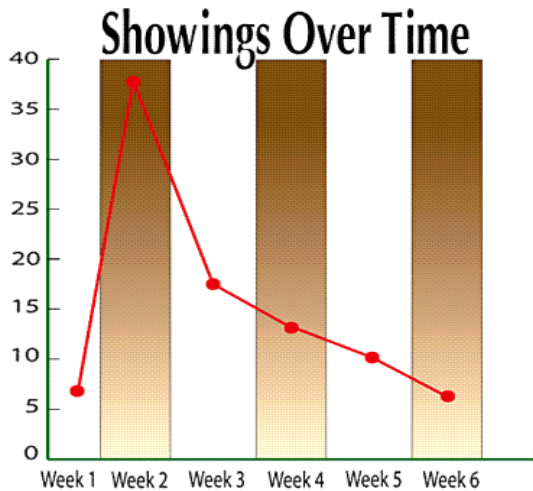
# Challenges from Overpricing

## OVERPRICING IN A DEPRECIATING MARKET

THE BEST TIME TO TAKE A PRICE DROP IS UPFRONT



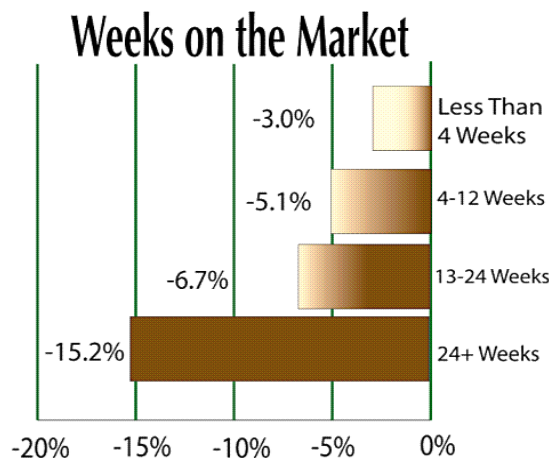
# Price it RIGHT From the Start: Get the Highest Bottom Line!



Since your best activity occurs during the first few weeks, setting the right price early ensures favorable comparison with the competition. Once a buyer has seen the house and ruled it out they don't check back in three or four weeks to see if you have lowered the price. By then, they have probably made an offer on another home!

*Source: David Knox Seminars, Copyright*

# Set the Right Price for a Faster Sale...



Setting the price "a little higher" because you're not in a hurry may sound like a realistic strategy, but as you can see from the National Association of Realtors, the longer a home sits unsold, the bigger the discount from the asking price the seller usually receives.

## Who is the Average Homebuyer?

The average homebuyer moves 10 miles from their old home to get: a) more space, b) a better financial advantage, or c) the opportunity to quit paying rent. 70% are married couples, 58% are repeat buyers, and a typical repeat buyer is 41 years of age. 75% of buyers choose an existing home. The typical buyer looks at 18 homes over a span of 15 weeks, but a relocating buyer looks at 22 homes and makes a purchase decision in 12 weeks.

*Source: National Association of Realtors*



# Easy Exit Listing Agreement

The Toril Sells Houses Team guarantees if at any time you are not completely satisfied with the services of the Team, you may cancel the listing agreement prior to offer acceptance.

The only thing we ask, in fairness to both parties, is that you personally discuss the issues with us, and then give us 48 hours to rectify the issues to your satisfaction. If you still aren't satisfied, it is then cancelled. You are only obligated (per the Listing Agreement) for buyers who were exposed to your home through our marketing efforts.

## How the Easy Exit Listing Agreement benefits you:

- ✓ **Guaranteed Service** – You can cancel your listing at any time.
- ✓ **You can relax** - knowing you are not locked into anything.
- ✓ **Takes the risk out of listing your home** – we are promising to deliver a high level of service.





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# Beware of Brokers That Inflate List Prices to Get Listings

**By Bill Petrey, Independent Author**

A real estate agent that inflates a list price beyond reality just to get the listing is deceptive and may be harmful to the sale of your house. The deceptive practice of inflating the list price is effective because the client wants to hear that their house is worth a high price. Bad agents are more than eager to feed into this delusion. Good agents base their suggested list prices on real conditions so they will be lower than an inflated price. If you want to get the most for your house, and everybody does, you'd naturally pick the real estate agent with the inflated price. Now you're falling victim to the Inflatable Agent's trap. I see this sort of thing happening all the time. If all of the real estate agents were honest with their recommended pricing, the list prices should be very similar. Never use price as a factor for choosing an agent. Here's why it will work against you.

## **It Doesn't Take Talent to be an Inflatable Real Estate Agent**

A real estate agent that inflates a suggested list price solely to win the listing is basically lying to you. Real estate agents that have to lie to win favor, usually lie more than once. What else did they lie to you about during their presentation? Good Realtors give truthful facts, even when the facts may not be attractive. They know you need to know the facts to effectively sell your house. The bad agent knows that too, but they don't care because they are only looking out for their personal interests.

## **Chasing the Market**

The first month of the listing is usually when the house receives the most attention. If your house is priced too high initially then it will not receive the attention that it could receive if it were priced right. Waiting a month to drop the price to a more reasonable price is too late. You've already blown it. It's too late because your listing is getting stale. Even worse, in a competitive market prices may be dropping so your reduced price may be overpriced for the current market. The process repeats and the price drops further keeping the house on the market longer. In most cases, if it's priced right, it will sell for more than if it's priced wrong, even if the wrong price is higher.

## **Increased Time on Market**

Your house becomes less attractive to home buyers each passing day it stays on the market. That's why it's important to be competitive from day one. Past a certain amount of time your house becomes stale and it will remain stale until the next price drop.

## **Significant Price Drop**

I've mentioned price drops three times already. If the agent lets you chase the market with small price reductions, the only way to catch up is a big price drop. By significantly dropping the price you attract the attention of the bargain shoppers. Bargain shoppers never pay retail so expect to get an offer for a "lowball" offer.

## **Sometimes Less**

In most cases, inflating a list price and gradually reducing it over time results in a lower sales price than the other agent's lower suggested list prices. It also means a longer time on market. In this case, lower price means more money, especially in a competitive buyer's market.

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## We create raving fans...

*"I have only praise for the treatment I have received from your team. Your team and you have shown me that excellent business persons with ethics, morals and understanding still exist in our economy. Whatever the outcome at this awful time in my life, I will give your name to anyone selling or buying a home."* ~Mary

*"We felt Toril and her team were very proactive in selling our home. They did their homework and knew the market of our neighborhood when pricing our home. We appreciated the assertive nature of Toril and her team."*

~D & P Wynne



*"Toril and her team are the absolute BEST! We love you all! Thank you for holding my hand throughout the whole process..."* ~K Rogers



*"Toril and her team did a fantastic job for us, above and beyond all expectations. We certainly would highly recommend her and her team to anyone. She was great!"*

~W & B Huisingh

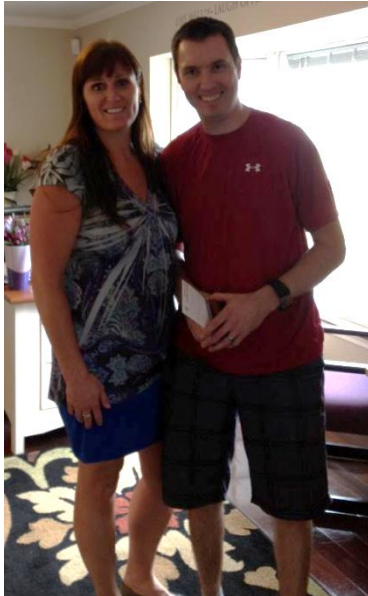
*"Making our dreams come true...thank you!"* ~Rod & Katy Smith

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## Our Clients Love Us...

*“My Buyer Specialist was awesome! She was always available to me when I needed her. She foresaw obstacles and time restrictions with my job and took charge in scheduling my appointments when closing. Without her, I wouldn’t have closed as quickly as I did. SHE ROCKS! ~Stacy Broussard*



*“Toril Sells Houses Team is the BEST. Thank you Toril for all your time!”*

*~Amanda Salvini & Robert Armstrong*

*“We appreciate all that you did for us, Toril! Especially considering the market at the time of our sale and purchase.” ~ Pati & Keith Miller*

*“Thank you so much for your hard work and perfect attitude!” ~The Evingers*

*“Toril I just wanted to let you know that you inspire me from your story to your quotes...Just when I think the real estate course is getting hard I read one of your quotes and I'm back on top of it! Thank you for all the inspiring messages!” ~Shannon Duncan Tracy*



*“...you have done an amazing job...we all need to remind ourselves that life is going to throw us a curve ball and you have shown you can still hit it out of the park!!!.” ~Jodi Longley*

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## ...and We Love Our Clients!

*"Toril is the most professional and hardworking realtor in the world!~Dylan Weber*

*"Because of their professionalism and we felt their honesty and trust."  
~Ron & Rae Haywood*



### Why I Love the Toril Sells Houses Team

*There once was a house  
that I wanted to be mine,  
So I said to Toril,  
"If it's ever for sale, don't  
even put up a sign!"*

*One wet winter's day  
a call I received.  
From Toril saying,  
"You will be so very  
pleased!"*

*Leslie and Abel have  
found their dream home.  
And if you want their old  
house, you must pick up  
the phone!"*

*I jumped up and clapped  
with glee!  
But could it happen  
with a contingency?*

*"Seven days to sell...  
Don't you worry!"  
And Toril sold our house  
in a great big hurry!*

*I bemoaned all of the  
things that I had to do.  
Cleaning and boxes  
and packing too!  
With a big smile Toril said  
"You're in luck!"  
When you are ready to  
move just borrow the "Toril  
Sells Houses Truck!"*

*The new house  
was a wonder to hold  
but the floors and walls  
were worn and old.*

*We knew that we would  
fix it someday, but right*

*now we had a down  
payment to pay!*

*Toril shook her head and  
said, "I will not have it!"  
And she brought in her  
team who painted and laid  
down new carpet!*

*We love our new home  
through and through  
and the same could be  
said for our real estate  
agent too!*

*If there ever is a home  
that will fulfill your dream  
all you need to do is to  
contact the  
Toril Sells Houses Team!  
~ Kellie*

