

ARE YOU A **BARN BUILDER**?

Would you rather call a friend for a referral when you need a service instead of taking your chances with advertisements? When you find a good service, do you share the referral with your friends? If you answered YES to both of these questions you are a BARN BUILDER. Many people move away from big cities to “Small Towns” to find a sense of “Community Support”. Small towns have the reputation of neighbors helping neighbors when it’s time to bring in the harvest or build barns. This mutual support system is the basis for economic and personal well being and the corporate buzz word for it is a concierge service. The missing link to the concierge service is you don’t have the rewarding opportunity of giving back to the person helping you which is what develops a great sense of community.

There is no need to leave the benefits of big cities to enjoy community support. To be a big city “BARN BUILDER” all you have to do is be willing to share referrals. To do this you will need a resource for sharing your referrals so I have placed a referral club on my website “HAUGENHOMES.COM”. When you are well served from a service provider, share the information through the website to assist others with a similar need. Certainly we can find providers through advertising sources, but selecting services from folks who have a reputation of taking good care of others is certainly more comforting than seeking an unknown provider who may not have your best interests at heart. Advertising for many is becoming the source of last resort in favor of a trusted referral.

The first several years of my life I lived in farming communities and I have applied this small town community philosophy to the real estate practice I started in 1982. My business has grown by referral every year thanks to this simple philosophy of taking care of others. By basing my business on relationships (client satisfaction) instead of transactions (how many deals I create), the service I provide becomes more enjoyable for myself and my clients because I have time to take care of you before, during and after the transaction. Your referrals keep me from having to spend time looking for new business and I can invest that time saved into developing valuable support systems for you. Together we will build our own “Community Support Network”.

Barn Building is not for everyone, but if you are the type of person who enjoys having support from others when you have a need and like to give back by sharing referrals I would like to welcome you to this free referral club. I appreciate the real estate referrals you send my way and assure you I am committed to providing the same level of care to your referrals as I continue to provide to you. We all have demands on our time so being part of this supportive community environment will not add more demands to your time but enhance your life by giving you more time to spend on things you enjoy because you have a resource for referrals. At the end of the day we all want to be able to say, **It’s a Good Life!**

WELCOME TO THE HAUGEN HOMES REFERRAL CLUB.

Jay Haugen