

PERSONAL PROFILE



Shaun is a highly motivated person who gains personal satisfaction from assisting his clients and customers in successfully achieving the goals that are important to them and their families by buying or selling their property.

Shaun has vast experience in sales, marketing and negotiation in many fields, both in New Zealand and overseas. He has been involved in over \$425 million in real estate sales and in excess of 300 homes per year placing him amongst the top 1% of real estate salespeople nationally. Shaun has developed a focused approach to his real estate career. After a successful career in Residential sales Shaun as of 2007 has decided to change direction and focus on the Rural & Lifestyle market. He looks forward to applying the same skills and expertise to this new challenge.

Shaun also uses the latest technology to assist him. This allows him to spend more time in personal contact with potential buyers for your property, and ensures the professional presentation of your property to all buyers at all times in all media. All of Shaun's listings are Internet listed ensuring that he is using the cutting edge of advertising to expose your property to as wide an audience as possible. Shaun's investment also includes employing a Personal/Marketing Assistant.

Real estate is an evolving business. It is essential when choosing a salesperson that you find one who knows what he is doing and is prepared to do whatever it takes to get your home sold. In my opinion, a poor salesperson can cost you money.

Upon joining Harcourts Shaun had a goal to be Harcourts No.1 National Salesperson, a goal he reached in his first full year with Harcourts. To be the No.1 Salesperson amongst more than 1500 national salespeople nationwide is truly a great achievement – one that can only be reached by providing an honest, reliable, dedicated service to his clients.

Shaun was recognised by the Real Estate Institute of New Zealand in 1998, 1999, 2000, 2002, 2005 and 2006 as the Number 1 Residential Salesperson for the Waikato, Bay of Plenty, Gisborne Region. In addition, Shaun also earned the prestigious Number 1 Real Estate Salesperson in the region for four years. These accolades reflect the time, commitment and skill that Shaun injects into selling your home. Rest assured you are appointing the best.

Shaun believes that people should have a salesperson who believes in what he says and does, and one that offers advice you can trust. This accounts for most of Shaun's business being repeat or referred.

“IF ALL THINGS ARE EQUAL, RESULTS ARE WHAT COUNT”

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THE ADVANTAGES OF WORKING WITH SHAUN

- √ Shaun is a full time Real Estate Professional. It is his chosen career.
- √ As a professional marketing specialist, Shaun gives frank, candid suggestions so that you can accomplish your goals.
- √ Other agents enjoy working with Shaun. They know that any conditional agreements made through him are well qualified and valid.
- √ Shaun is an expert negotiator. His expertise can effectively negotiate the maximum possible return for your property.
- √ Shaun will co-ordinate all matters related to the conditional proceedings for you (including inspections, verifications, contingency removals, monitoring the loan progress of the buyer, etc) to ensure that everything is in order.
- √ Shaun will monitor the prompt delivery of reports, documentation and verifications related to the loan progress of the buyer so that the unconditional period is no longer than necessary.
- √ Shaun keeps you fully informed throughout the negotiation and conditional period.
- √ Shaun is respected by his colleagues in the real estate field, by lenders and by solicitors. This personal respect can be invaluable to clients if time is restricted and extra effort is required from any of those involved in the transaction.

- √ Although Shaun's business day starts early and finishes late he has structured routines to ensure the hours are productive. This structure ensures he is in contact with you at least twice weekly, often more regularly than this when activity on your property is more active.
- √ Shaun monitors the sales and listings of comparative houses in your area in order to keep you fully informed of market conditions.
- √ Shaun has regular contact with other agents which allows him a comprehensive understanding of market conditions. This allows Shaun to give informed reports of any activity which could affect the sale of your property.
- √ Shaun reports all buyer activity on your property, including feedback from other salespeople.
- √ Shaun will enthusiastically promote your property with colleagues at office marketing meetings and with his extensive personal database of clients.

You should entrust your property to Shaun because he is the best you can hire. The services of Real Estate Professionals are comparably priced - the difference is the personal service you receive and the unrefuted track record of satisfied purchasers and vendors Shaun has amassed.

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SHAUN HAS RECEIVED THE FOLLOWING AWARDS FOR OUTSTANDING PERFORMANCE 2004 -2006

- Harcourts TOP NEW ZEALAND SALES CONSULTANT 2003-06
- Harcourts TOP NEW ZEALAND EXCLUSIVE LISTER 2003-06
- Harcourts Central Region Top Exclusive Lister
- Harcourts Central Region Top Auction Lister
- Harcourts Central Region Overall Number 1 Salesperson
- Harcourts Hamilton Overall Number 1 Salesperson
- Harcourts Hamilton Top Auction Lister

Monthly Awards With Harcourts Hamilton

January 2005	Number 1
February 2005	Number 1
March 2005	Number 1
April 2005	Number 1
May 2005	Number 1
June 2005	Number 1
July 2005	Number 1
August 2005	Number 1
September 2005	Number 1
October 2005	Number 1
November 2005	Number 1
December 2005	Number 1
January 2006	Number 1
February 2006	Number 1
March 2006	Number 1
April 2006	Number 1
May 2006	Number 1
June 2006	Number 1
July 2006	Number 1
August 2006	Number 1
September 2006	Number 1
October 2006	Number 1
November 2006	Number 1
December 2006	Number 1
January 2007	Number 1

PREVIOUS AWARDS RECEIVED

WAIKATO TIMES SALESPERSON OF THE YEAR
1998, 1999, 2000, 2002, 2005 AND 2006
OVER ALL CATEGORIES

WAIKATO TIMES SALESPERSON OF THE YEAR
1998, 1999, 2000, 2002, 2005 AND 2006
WAIKATO/BAY OF PLENTY/GISBORNE DISTRICT
RESIDENTIAL CATEGORY