I see myself as the Pilot of your Plane: Types of Turbulence

Client, I want to tell you the truth about buying and borrowing. The reason I’m going to be brutally honest with you is that I want to earn your trust so you find it easy to refer me to people you care about.

Borrowing money for a home is like taking an airline flight. When you start on your trip you have no idea how the trip will go. Neither does the pilot. You could run into turbulence, or you could have a smooth flight and land on time.

Certainly the pilots will try to use their experience to navigate around the storms and go for the smoothest flight plan, but if they’re honest, they can’t promise a turbulence-free trip. Their job is simply to get you to your destination in the least amount of time and with the least amount of aggravation, while keeping you informed throughout the trip.

Here’s a list of all the different types of turbulence we might run into during your transaction. This list is not all encompassing, but it catches most of the common issues. While some of the items are “picky” to some, they are very real and fearful to others. Let’s take a minute to review the list….

As your Consultant, I see myself the pilot of your plane. My job is to assist you in the reaching of your goal in the least amount of time, with the fewest aggravations.

I can’t promise you no turbulence, but I can promise you that I’ll utilize my experience to take you on the smoothest flight possible. If we do hit turbulence, I won’t bail out on you. I’ll be your teammate throughout the flight until we get you safely to your destination.

Your advocacy is my number one goal, and that means you must be delighted with our product and we must deliver beyond your expectations during the process.