

***When Dreaming of a Home  
Dream of Jeanne!***



**Welcome  
to the  
Team!**



# **When Dreaming of a Home Dream of Jeanne!**

## **Welcome to the Team**



### **CONGRATULATIONS!**

You have made a wise decision!

You chose to interview one of the best real estate service teams in the area. The Jeanne Scott Dream Team is locally recognized for the high-quality service that we offer our clients. You have the opportunity to experience that service. Our top-notch team has streamlined and systemized every detail of the home-buying and selling process to make the entire experience enjoyable and stress-free for you. We handle everything with the utmost care and concern. We don't just say the word, "service." We live it and do it!

The Jeanne Scott Dream Team has put together a team of dedicated professional specialists who are backed up by the power of The Hardie Group Real Estate Company. We go above and beyond the normal activities required to buy a property. Our goal is to satisfy our clients' wants and needs so well that they will be happy to refer other prospects to us. We work diligently and fervently to help you buy your Dream home at the best price in the shortest amount of time so that you can fulfill your vision and get on with your life. Of course, we need your total cooperation to accomplish that goal.

The purpose of this presentation is to provide the information you need to help you select the best person and company to represent you in buying your home. We hope after reviewing this material that you have a clearer understanding of how important you and your business are to us.

We appreciate the opportunity to show you our superior marketing and ultimate service. Please take the time to check the comments from some of our past clients in the section titled "Our Clients Say It Best," and find out why most of The Jeanne Scott Dream Team's business comes from referrals. A referral is the highest compliment we can receive. We love referrals! That is why we perform outstanding, exceptional work during each and every transaction to earn them.

Working *TOGETHER* with you, we will achieve your goal and ours! We truly appreciate the opportunity to interview for the position of your REALTOR®. We consider it an honor and take it very seriously. This is our career, not a part-time hobby! We will strive to serve you beyond your expectations.

We look forward to working for you!  
The Jeanne Scott Dream Team

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## THE ROLE OF YOUR SALES REPRESENTATIVE

Why hire The Jeanne Scott Dream Team?

Buying a Dream home can be more than just a financial decision. It can be an emotional one as well. That is why it is so important to choose the right real estate representative. The lone-agent concept just doesn't get the job done in today's marketplace. The Jeanne Scott Dream Team is dedicated to providing the best real estate service and advice. We always watch out for your best interest. We work together to achieve one common goal: **Your complete satisfaction!**

### WHAT YOU CAN EXPECT FROM The Jeanne Scott Dream Team

**The Best Service...** Better than 96% client satisfaction.

**Results...** We find the home perfectly suited to your needs.

**Buyer Counseling...** The most dedicated and experienced advisors to work with you.

**Value-Added...** Caring services from the entire team *and* our vendors.

**Access...** To ALL Dream and resale homes available.

**Integrity...** See our testimonials and client comments.

**Ethical Standards...** Assured by The Jeanne Scott Dream Team. We support and practice the professional standards of the National Association of REALTORS® (NAR), the Indiana Association of REALTORS, as well as the local board of REALTORS.

**Experience...** Benefit from more than 52 combined years of successful experience in residential real estate.

### CLIENT SERVICE PHILOSOPHY

We entered the real estate field in 1996 with a strong conviction. Our belief is this: "Just take care of the needs of people. Everything else will take care of itself. It is so simple."

This difference in attitude is founded upon one basic idea. Our job is not to deal with brick, mortar and parcels of land, but with people.

*People who sell homes through us.  
People who buy homes through us.  
First... last... and always, people*

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### About Jeanne Scott

*Jeanne is a life-long resident of Galveston and a 35 year member of the Walton Christian Church. She raised her two sons, Brad and Mark here, and now has 3 wonderful grandchildren. After 30 years as a Cosmetologist with her own shop, Jeanne started her Real Estate career with the Hardie Group in Kokomo. She now has over 10 years experience in the local Real Estate Market, including over \$30 Million SOLD! Jeanne closes over 40 home transactions per year.*

*She often says that her values have caused people to call her for an opinion on many matters, not just real estate. Jeanne has built her career around a reputation for honesty & integrity and doing what's in the client's best interest. In fact, her #1 goal is to do what's in your best interest. She will be happy to work for you, with your needs in mind. That's what keeps her in the TOP 5% of all REALTORS® in the Kokomo market every year!*

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### About Jim Parsons

*Jim grew up in Indianapolis and attended Purdue University. He graduated with a double degree in Computer and Electrical Engineering. He has one daughter, Kaylee. After moving to Kokomo, Jim began his career in Real Estate doing mortgage loans for Key Bank. He then became a Mortgage Broker and started Parsons Mortgage Corp., which he owned and operated for over 6 years. Since that time, Jim has joined the Jeanne Scott Dream Team with his wife, Jeanne. He has dedicated his career to making the home buying/selling process as simple and enjoyable as possible for his clients. "My job is to make the process smooth and hassle free," he says. It is Jim's goal to complete the buying/selling process so well that people will go out of their way to tell everyone how happy they are.*

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### About the rest of the team

*Kevin Hardie is the owner of The Hardie Group and head of the closing department. His wife Nancy Hardie heads up the Advertising department and takes care of all newspaper and magazine ads. Tammy Alexander is the Showing Coordinator and is in the office Mon-Fri from 8:30—5:30. They have a combined 68 years in the real estate profession.*

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- \* **Kokomo's Largest Independent** Real Estate firm with over 20 Associates
- \* Member of the **RELO NETWORK**, Leading Real Estate Companies of the World, with over 160,000 associates worldwide, selling 1.4 million homes annually valued at over \$400 Billion dollars
- \* Representing Home Sellers & Buyers over **30 Years**
- \* A sustained **Track Record of Success**
- \* Over **\$86,200,000 in real estate sales** last year. The Hardie Group enjoys the number one market share in closed real estate volume.

**The Jeanne Scott Dream Team is a Proud Supporter of Guardian Angel Hospice!**

### Mission Statement of Guardian Angel Hospice

The mission of Guardian Angel Hospice, Inc. is to provide quality palliative end-of-life care. This includes provision of emotional and spiritual support for patients, families, caregivers, and staff. We will provide education to the community regarding end-of-life issues and available support services.

These services will be provided without regard to age, religion, race, gender, illness, or ability to pay. Guardian Angel Hospice, Inc. is governed by our core values of excellence, integrity, commitment, teamwork, and community.



**The Jeanne Scott Dream Team**  
The Hardie Group Real Estate Company  
1808 Dogwood Dr, Kokomo, IN 46902  
765-438-4706 [www.jeannescott.com](http://www.jeannescott.com)