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CLAY GLOVER

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COVER STORY: Clay Glover

RISING STAR: DJ Soucy

TEAM LEADER FEATURE: Troy and Teri Walseth

SPONSOR SPOTLIGHT: Nationwide Home Solutions

FEATURED AGENT: Gene Batronie

MAKING A DIFFERENCE: Monica Crawford

PRECIOUS PET: Bowie (Tim and Lisa Carroll)

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AUGUST 2021

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Publisher's NOTE

Hello, Top Producers!

Happy August to all of you! Whether you are looking forward to your kids going back to school or simply enjoy having all the kids out of the house, August is a great month to reset. Finish the year strong! Don't let your calendar control you – control your calendar for maximum effectiveness in the real estate industry.

Maximize your income by investing in income-producing activities. Consistency is key to achieving real results. It's never too late for a fresh

start or a new beginning. Round out the year strong with renewed focus for achieving your goals. Don't be distracted from the demands of a digital age.

I look forward to meeting more of you in the days and months to come.

Until next month!

Don Hill, Publisher
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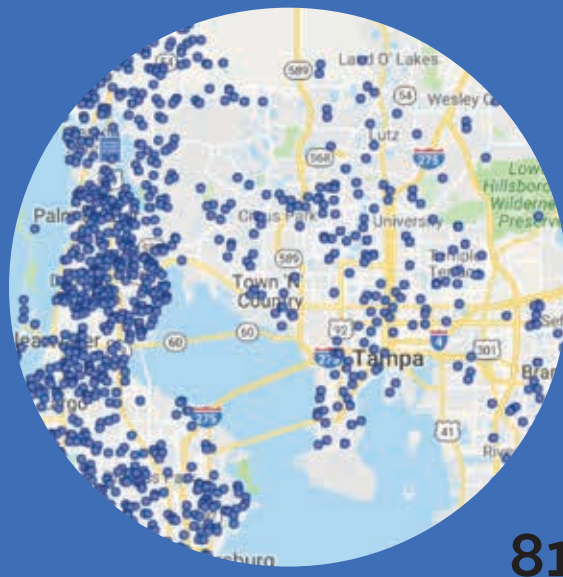
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CLAY GLOVER

cover story



By Dave Danielson | Photo Credit: Carol Walker/Thomas Bruce Studios | Relentless Results

Through the process of securing a sale or a purchase for your clients, there are the inevitable rough spots ... the issues that arise and the questions without an easy answer. When those things happen, you draw on your experience and expertise to find a way.

Clay Glover is someone who excels at that.

As a real estate professional with RE/MAX Metro, Downtown St. Petersburg, Clay is relentless in his pursuit of real results for his clients.

“I’m passionate about this business,” he says with a spark. “Sometimes there are 30 offers on a house, so it’s very competitive. But I give whatever effort is needed to make sure that my clients are in a good position to win the deal. In this business, second place is the first loser.”



“I give whatever effort is needed to make sure that my clients are in a good position to win the deal.”

Getting His Start
Clay’s adventure in the business started 15 years ago. Before that, he grew up in Kawaii, Hawaii.

“With my dad being in the Navy, I was fortunate enough to grow up on Kauai and had one of the best surf breaks in the world right in my backyard. When not surfing, I was training for cross-country.”

Clay definitely led an active life. As he came of age, he excelled at cross-country and track. He was so accomplished at that, he earned a full-ride scholarship to run cross-country and track for the University of West Florida in Pensacola.

After college, Clay chose to stay in Florida and began his working career, joining the sales organization at Tech Data in Clearwater. In the process, he started investing in houses. As he gained more experience, others asked for his advice — and his help.

As Clay got his start in the real estate business, something very interesting was happening.

“I was still working at Tech Data and doing real estate on the side,” Clay remembers. “One year, I ended up making more investing in real estate than I had full-time at Tech Data.”

Full-Time Effort
It wasn’t long before Clay decided to make his part-time interest in real estate full-time and has never looked back.

He found that his background made his transition into the business a bit smoother than most.



“
**With the right team
environment,
we can all
succeed.**”

“My parents had always owned rental properties, so I grew up in the business. I had a good bit of a construction background from investing in homes and selling them. I had been consistently doing three to five of those a year and had built a very strong Rolodex of contractors and subs,” Clay says.

“The construction experience and background helped. You cannot sell something if you do not understand it. I was the general contractor for the house I live in now and learned a lot along the way. When I work with a client, it helps to be able to guide them on remodeling costs, seawall and dock options, plumbing, electrical issues and other elements. It feels good being able to give them that insight on the spot, or even doing a very high-level home inspection for them. If I can help them foresee issues with a home we can quickly move on or negotiate the issues upfront helping to save their time and money.”

Success Through Teamwork

Through time, Clay has continued to grow and reap the results of his relentless service ethic.

In 2020, Clay and his team recorded over \$30 million in sales volume, representing an astonishing 65 deals.

The passion Clay has for the profession is clear with his 200+ five-star online reviews.

“The client interaction is what I really love. The majority of my friends are past clients. I have friends from 15 years ago, and now our kids play together,” Clay says. “You get to really know people, their families, challenges and you have the opportunity to help them unlike any other can.”

In the process, Clay has continued to build his team with three strong sales professionals and full-time assistants.

As he says, “With the right team environment, we can all succeed. Delivering a better experience for our clients and a work/life balance for the agents. It is hard to survive in the business on our own.”



Rewarding Life

When not spearfishing, boating, or remodeling homes to their previous glory, Clay's family is at the heart of life. He looks forward to time spent with his wife, Ulla, his children, Jonathan and Emma, and parents, John and Karen.

He still remembers how he and Ullia met. It was definitely a memorable experience.

"We ended up being in a golf foursome with Paul Gleason (who had starred in movies like *The Breakfast Club* and

Die Hard). The entire time, Paul was encouraging us to go out and start dating. He was one hell of a wingman."

Away from work, Clay and his family have a love for the water, especially boating. They also enjoy time spent at their vacation retreat in Homosassa just 90 minutes away — making it convenient for last-minute house-showing requests.

Clay gives back to his community in a number of ways, as well. One of his favorites is conducting a large toy drive each year leading up to

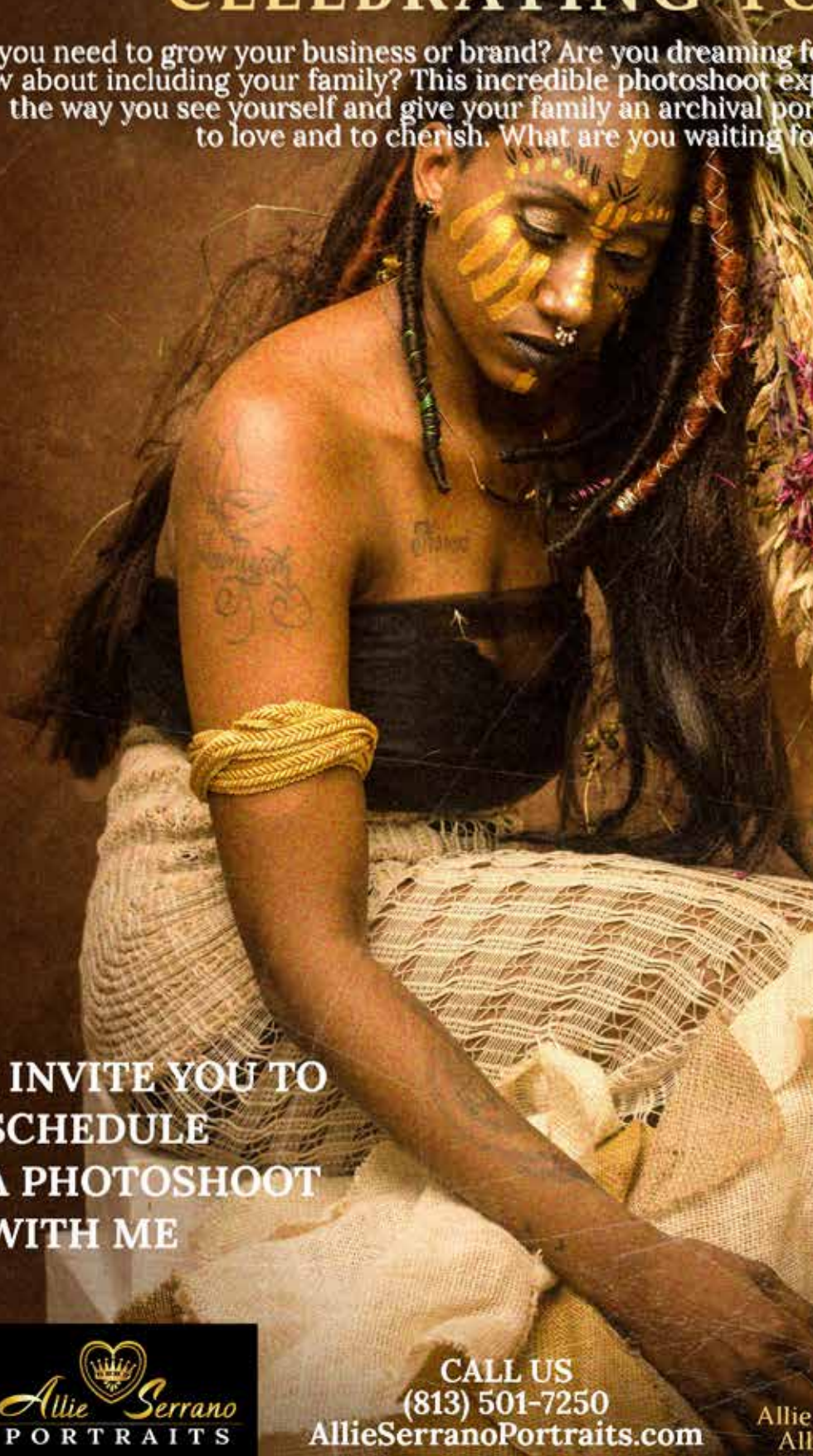
Christmas — including an event with Santa, food, drinks, and live music. While that wasn't possible during COVID-19, Clay hopes to be able to get back to doing events like this in 2021.

As Clay considers his love for the business and his eagerness to find solutions for those he serves, he continues to go above and beyond.

"I love what we do and love to negotiate past the results my clients are hoping for. My clients who choose to work with us deserve the very best we can give. They deserve relentless results."

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▶▶ rising star

By Dave Danielson
Photo Credit: B. Lively Images



DJ SOUCY

A Matter of Trust

How do you feel in that moment when your prospect becomes your client. It's the time when you know they feel comfortable relying on you to help them.



DJ Soucy appreciates that feeling.

As a REALTOR® with Keller Williams Realty St. Pete, DJ excels at building those bonds quickly. As he says, it's a matter of trust.

"The real estate process isn't an easy one for people," DJ says. "It's that

time when a buyer or seller has all kinds of anxiety. I love that feeling of knowing that they have put their faith and trust in me. That's what fuels me to do a good job!"

New England to New Paths

DJ Soucy grew up right outside Boston, Massachusetts. As he finished

school and moved into his working years, he moved across the country where he lived and worked in Chicago, Illinois, for a time.

In 2017, DJ and his husband, Damien, moved to St. Petersburg. That process played a part in him choosing to take a new path in his career.

"All my previous real estate transactions prior to moving here were amazing, great experiences. But our real estate transaction here left a lot to be desired," DJ remembers.

DJ started thinking about getting into the business himself. At the same time, there was all of the natural anxiety at first.

As DJ recalls, "I took time thinking about it, and after talking with friends and knowing that I had the knowledge

to run a business and the fact that I knew how to treat people, I was confident that I could do it."

Big Steps Forward

DJ earned his real estate license, then got his start with Keller Williams. He moved forward from there.

"Between Keller Williams training and the outstanding culture of this office, I never felt like I was alone," DJ says. "There is such a great, collaborative environment here."

Through time, DJ gained ground in the business. During his first year in the business, he recorded \$2.2 million in sales volume. During his second year, he amassed 3.8 million. His third year saw a massive uptick — resulting in \$17 million in sales volume.

Team Spirit

In September, he formed his own team. That process has been a huge highlight for him.

"Having a team is one of my favorite things. Each day, we have a morning



I'm a firm believer in paying it forward.



•••

huddle either in person, or by phone. Some days it's three minutes long. Other days, it's 15 minutes. It's a great check-in for us to go over our specific goals for that day ... to see where we're all at and how we all are. That's my favorite part."

DJ has a deep sense of gratitude for those who have helped him get his footing in the business along the way.

"I'm a firm believer in paying it forward. When I joined this office, I had a production coach who is still my coach," he says. "His fingerprints are all over my success. I consider him a partner in my success. It's a direct result of consistently doing the work and meeting with my coach and being held accountable."

Today, DJ is thrilled to be building forward with his team, including his Director of Operations, Lindsey Van Vlymen; his Buyer's Agent, Jared Rosenberg; and his Transaction Coordinator, Drew Latimer.

DJ also is very thankful to his coach, Michael Reedy, for all of his support.

Giving Back

Away from work, DJ and Damien enjoy time with their dog, George. DJ also has a passion for cooking, running and hanging out with friends.

Giving back is central to life and business for DJ, as well. In fact, DJ created a program that makes his love of animals literally part of each deal.

"We offer a free dog with every home. Partnering with PetPal, we have a



program where, whenever a client closes on a deal (whether buying or selling), they get a dog or a cat," he explains. "If they are ready to adopt a cat or dog, they can go to PetPal, and we will pay the adoption fees. If they aren't ready to do that, we will donate money in their name. I'm really proud of that."

As DJ thinks about the success he has already built during his real estate career, he offers advice for those who

are thinking about entering the business themselves.

"I think one of the most important things a new person in the industry can do is to find someone who is successful to work with. It's not that you want to copy someone. It's about finding someone you respect and seeing the approach they use in conducting their business," DJ says. "I had and still have a number of fantastic role models in this office.

Also, whatever you do, be authentic and be consistent."

When you talk with DJ, you immediately see and understand the sense of gratitude he carries with him through his work with clients.

"I will never profess to know all of the answers, but I won't stop until I find the right person to answer it for them," he smiles. "For me, it's a matter of reliability and trust."



Having a team is one of my favorite things.



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TROY & TERI WALSETH

CLEARING THE WAY

When you see a leader in action, you know it. You see how they care, and you understand the deep commitment they have to those around them.

Troy and Teri Walseth are prime examples of that.

As leaders of the Lockhart Walseth Team in Treasure Island and the Walseth Team in Seminole, Troy and Teri

clear the way for others to achieve their goals.

Troy and Teri moved to St. Petersburg nine years ago, in 2012. Troy had been the first to get his real estate license in the early 1990s.

Building from the Ground Up

The couple had moved to Florida from North Dakota. When they relocated, Troy picked up real estate and entered the business here. Teri had worked

in the education system as a Dean of Education at a university when they first moved to Florida. Teri joined him in the business five years ago.

The teamwork they share is a natural in life and business.

“We have extremely different personalities. So we’ve just found our lanes, and we stay in those. My strengths tend to be things that Troy doesn’t like, and vice versa. Obviously, his





“
One of the most rewarding things is watching our agents grow, knowing we hired a lot of them when they were brand new to the industry.
”



knowledge and expertise in the years he has been in the business are impressive. I can't even rival it," Teri says. "There are a lot of pieces. With my educational background, I've worked with lots of people. That's the thing I love to do. And with Troy, his real estate knowledge is pretty much unrivaled. And so between the two of us, we kind of are a package deal."

Troy and Teri own and operate the Treasure Island and Seminole offices of the company — a team of 25 professionals.

Terrific Teamwork

The rewarding feeling that they feel for the members of their team is undeniable.

"One of the most rewarding things is watching our agents grow, knowing we hired a lot of them when they were brand new to the industry," Troy explains. "After about three to five years in the business, they just explode if they're doing the right things and doing what we're doing what we're teaching and running with our systems. It's very fun to see."



"There's a lot of personal growth that goes along with it, too," Teri points out. "When they start out and gain some confidence and start to learn the business, it's a great feeling for us. We only hire people who we really like and generally it ends up being just a really, really strong relationship."

Adding value to those around them begins with availability. That's something that Troy and Teri focus on.

"We run a large team, but we're always there personally to help them agents and clients through the transaction," Troy explains. "We want to be the place that they decide to come back to."

"With Troy's 29 years of experience, our agents are constantly being educated by him through experiences and teaching them how to negotiate," Teri smiles. "There's very seldom a story or a situation that he hasn't experienced firsthand. And so there's a huge

value in that, because that's a long career in this profession."

All of this is done with a plan in mind.

"We want to build with our agents, and build their careers so that they can take over when we decide to step away from the business ... to keep this keep this place running."

Signs of Success

The work of the team has a real, positive impact in the real world. And the signs are remarkable. In fact, in 2020, the team recorded \$95.8 million in sales volume, representing 217 transactions. Through the first six months of 2021, Troy, Teri and their team members had already amassed \$75 million in pending and closed business, and they estimate ending the year with around 250 deals.

The most rewarding part of life for Troy and Teri is family, including their two children — Chase, who heads the

Walseth Team office in Seminole, and Savannah, who lives in Los Angeles, working to aid the homeless.

Away from work, Troy and Teri look forward to time on the water in their boat or traveling. They also enjoy renovating houses.

"When we moved here nine years ago, we didn't know a soul. So a big part of our social circle is our team," Teri says. "Troy likes to grill and smoke meat, and we like hosting pool parties."

As Troy and Teri think about the future, they're excited at the prospects of building more success with the members of their team.

As Teri says, "It's really hiring the right people and, and just pouring into them and them being, you know, come showing up day in and day out doing the job. We have amazing people on our team. Amazing."



Written by Elizabeth McCabe | Photo Credit: Roger Slater of CCS Photography

▶▶ making a difference

MONICA CRAWFORD

SUPPORTS DONATE LIFE AMERICA

Organ donation is a cause near and dear to REALTOR® Monica Crawford's heart. She worked in non-profits while in high school and college. One of the organizations that she worked for is organ donation awareness for Donate Life America.

"One organ donor can save or impact 150 lives," says Monica. "It allows the survivors to have something positive to focus on. I really care about that and people don't know about it." When one life ends, other lives can be positively impacted.

Here are the current statistics, according to Donate Life America:

- Another person is added to the waiting list every 10 minutes (for organ donation).
- Twenty-two people each day die because the organ they need is not donated in time.

- One organ, eye and tissue donor can save and heal more than 75 lives.

"Each state has its own chapter of Donate Life America," says Monica.

Monica is signed up for organ donation and encourages others to do the same. Her heart is to help others – whether selling homes or donating organs. Making a difference is what it is all about to her!

For more information on Donate Life America, check out their website, donatelife.net.

“

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Written by Elizabeth McCabe
Photo Credit: Realistic Image

▶▶ featured agent

Gene Batronie



Originally from Detroit, Gene Batronie moved to the Sunshine State at the young age of 11. He grew up here and found his footing in the credit industry.

“I got into the business in 2001,” Gene recalls. “I started selling credit reports for a credit reporting agency out of Brandon. I had over 600 accounts between mortgage brokers, credit unions and mortgage banks. I worked there a couple of years and got to know the owners of these companies really well, and a few of them talked me into working for a wholesale mortgage company.”

Before the crash, Gene worked for NovaStar Mortgage, giving him invaluable experience and expertise. Unfortunately, Gene grew to realize that Corporate America wasn't the best fit for him.

“I jumped into retail mortgages in 2005,” he says. “I started hiring mortgage brokers. I knew a couple of thousand mortgage brokers that were still calling me thinking I was still in the wholesale business so it was fairly easy to recruit them to my company.” His business grew leaps and bounds, leading to 28 offices in four states. In 2011, he took a job at Wells Fargo and originated mortgages for two and a half years and decided to leave Corporate America again.

“I wanted out,” admits Gene. “It was a great ride.” At the end of 2013, he found a new path in life – real estate. He initially worked for a high split company before RE/MAX and then to Keller Williams in 2016.

“I spoke to Gary, the broker at Keller Williams, and he explained the Keller Williams business model to me,” says

...



Gene. “At that point, I was in.” Had he known more details about Keller Williams before, he would have gone there years ago. Now Gene works at the Apollo Beach office in South Shore and runs a team. He loves what he does with real estate and mentoring agents.

Last year, he had a total of 40 transactions with a volume of \$16 million. His career volume tops just over

\$80 million since 2014. Gene, a team leader, has two agents on his team that work with him.

The Art of the Deal

“I love working with people, and I love structuring the deal,” says Gene. “I think outside the box quite a bit to structure the deal to make it happen.” With his expertise, he has made countless clients happy and built up his referrals, one satisfied client at a time. Gene estimates that 95% of his business are referrals and repeat clients.

“I enjoy the negotiation of the deal a lot because I’m pretty darn good at it,”

smiles Gene. “When I give advice, it works out way more often than not.”

Secrets to Success

There are no shortcuts to success. For Gene, he excels in taking care of his clients, going above and beyond for them, that creates referrals. He listens to their needs and refers them to trusted plumbers, electricians, roofers, etc.

Another one of his secrets to success is launching out into his own. When his business partner wanted to separate in January 2018, it was a blessing in disguise.

“
I love working with people, and I love structuring the deal.”

sporting events and rooting for his favorite teams. In addition, he is part of the Knights of Columbus at his local church and has made some good friends who are like brothers to him.

Another pastime is bowling. Gene says, “I started a bowling league 12 years ago for the Knights of Columbus. A portion of the money each week goes to charity.”

Gene resides in MiraBay and is proud to be one of the top agents for this area. Last year, he sold 15 homes in MiraBay and is on track to sell another 15 homes this year.

Final Thoughts

Gene has some parting words of wisdom. One of the things he mentors his agents is, “In real estate, it’s not a problem until it’s a problem. A lot of times agents are creating a problem that might never even be a problem.” He also encourages agents to choose their battles when negotiating. “Don’t fight everything,” concludes Gene. “You can’t win them all.” Sometimes our obstacles are opportunities in disguise. When Gene’s business partner cut ties with him several years ago, it gave him the freedom to fly. He’s been flying high ever since.

“It ended up being the best thing that ever happened to me,” says Gene. He quickly gained transaction working independently and has the determination and drive to be successful as an entrepreneur.

Family Focused

Outside of work, Gene likes spending time with his family. He has two girls, ages 22 and 18. His older daughter attends USF, and his younger daughter is a senior in high school. Both love sports as much as their dad.

To relax and recharge from real estate, Gene loves traveling, golfing, and boating. In 2012, he purchased his own boat, providing him hours of rest and relaxation on the water. He also likes attending

▶ sponsor spotlight
Written by Elizabeth McCabe



Nationwide Home Solutions



“Where Our Goal Is Your Comfort”

Nationwide Home Solutions, one of the sponsors of the May 17 Real Producers Golf Tournament, is leading the way in the community.

In existence since 2006, Nationwide Home Solutions started out as an air conditioning business (sales, services, maintenance, and installation) before expanding their services to include plumbing and electrical. Expanding their services has enabled them to

become an “All-In-One Home Services Expert.” They serve Hillsborough County, Pasco County, Hernando County, and Pinellas County.

Last year, Nationwide Home Solutions was acquired by new owners who had a vision to expand the business services and service areas. As business entrepreneurs, they saw potential in this company and the industry. “This is how I got

introduced to the business and its fantastic team,” says Michelle Sayegh.

Originally from South Africa, Michelle Sayegh, Managing Director, has been in the United States for five and a half years. She resided in Orlando before moving to Tampa to join Nationwide Home Solutions. Michelle explains, “I was a business broker in Orlando and sold the business to the owners when they



“We encourage everyone to be conscious of ways to save money and protect the environment.”

acquired it at the end of the last year. They offered me a position to help the team in growing the business, which I am very excited about.”

Another asset to Nationwide Home Solutions is Shelley Brown, Director of Operations. Shelley shared, “Michelle basically walked through the door, and we decided we couldn’t let her go.” That is when Michelle moved to Tampa Bay, which she says is a “beautiful place to live.” Shelley has been working in service since the age of 14; she exceeds customers’ expectations and adds great value to the team. “I started in the construction industry in 2007 and have been with Nationwide Home Solutions since 2009,” she explains. “I’m rather familiar with the construction industry, which has proven to be extremely beneficial in helping the business grow.”

The owners are incredibly happy to have these two powerful ladies running the business for them.

Benefiting the Environment

Nationwide Home Solutions is proud to benefit the environment.

“We encourage everyone to be conscious of ways to save money and protect the environment,” says Shelley. “We make sure that as a company, we are offering our customers options that are healthy for not only their wallets but also for the environment.” With energy-efficient options, the professionals at Nationwide Home Solutions can save their clients money in the long run by making sure they are aware of all available options. For example, installing units with higher SEER (seasonal energy-efficiency ratio) ratings, translates into greater energy efficiency, and lower energy bills. Another example, among many more, is installing programmable thermostats that monitor the use of the system, as well as the humidity within the home.

Another benefit Nationwide Home Solutions offers is the Alert Labs System. This system is attached to an HVAC unit within minutes. Customers download an app and are kept updated on the different functions that are occurring within their system in real time. If problems occur within the HVAC unit, customers are notified before an issue becomes apparent and hugely problematic.

Why Choose Nationwide Home Solutions?

Numerous reasons exist as to why customers should choose Nationwide Home Solutions. This family-owned business comes to the rescue of their clients 24/7 with emergency services. Their dedicated technicians have 20 to 30 years of experience in the field and set themselves apart from the competition.

Shelley adds, “We have all worked together for a long time. We care about each other and that flows over to our customers. We are a family and want to offer that type of care to our customers. We want to make sure our customers are happy and continue to use our services.”

Customers are a top priority

at Nationwide Home Solutions. As their slogan goes, “Where our goal is your comfort.” The team at Nationwide Home Solutions wants to make sure that customers are satisfied with the quality of their work, and they also offer competitive pricing.

Serving the Real Estate Community

“We are currently working on building different partnerships

•••

with numerous REALTORS®,” says Michelle. Through Real Producers, they have made connections with Top Producers, warranty companies, and home inspectors.

They are eager to serve Tampa Bay’s real estate professionals, and in doing so, meet the needs of their clients and add value where needed.

“That’s what it’s all about,” says Michelle. “It’s about how we can help you and help your clients.” Building long-term relationships with others and resolving their home needs is paramount for the team at Nationwide Home Solutions.

For More Information:
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“ We have all worked together for a long time. We care about each other and that flows over to our customers.

▶▶ REALTORS® and their pets



Written by
Elizabeth
McCabe

Meet Bowie

Bowie, owned by Tim and Lisa Carroll of Team TLC, is a doggone adorable. This 3-year-old Cavachon came all the way from South Carolina and found his FURever home with his new owners.

Bowie brings a lot of laughter to their household, especially when he sits at the table in a chair with his chin just above the table while everyone eats. Lisa says, "He is like a little human!"

Lisa adds, "Bowie is just pure love. And he's actually the best dog ever. He's so chill and great at traveling too." Bowie likes sitting on people's laps and simply loves riding in the car.

Bowie was added to Tim and Lisa's family after several of their dogs passed away. Although Tim was set on "never getting another dog," he soon had a change of heart when their neighbor got a Cavachon named Benji.



Tim and Lisa Carroll
Photo Credit: Allie Serrano of Allie Serrano Portraits, LLC



"We babysat him when the neighbors went away," says Lisa. "I talked him into agreeing." Since then, their home has been filled with unconditional love in the form of wet kisses, a wagging tail, and playful antics. "He's super sweet," says Lisa, always looking for a lap to rest.

"He does act like a cat," smiles Lisa. Dinnertime is his favorite time when he watches his family eat. Interestingly, their neighbor's dog does the same thing. They are playmates, and Bowie and Benji would sneak through the slats in the fence when they were younger, running around until their hearts were content.

Bowie is a welcome sight when Tim and Lisa get home from work. They get their TLC from this four-legged friend who warms their hearts and enhances their lives.

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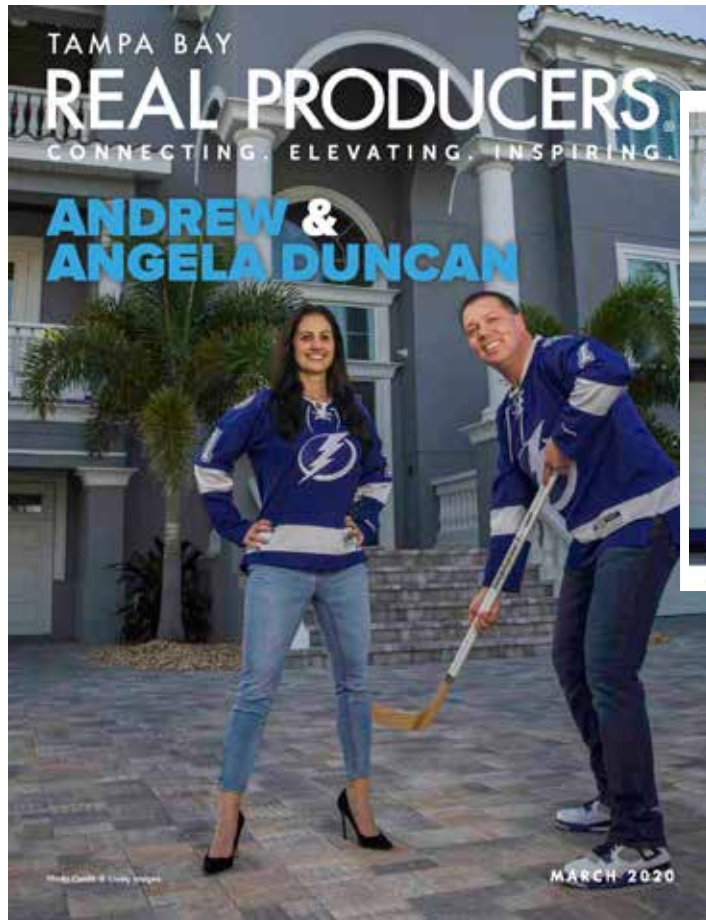
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Why a Title Company Matters



In a real estate transaction there's buyers and sellers, real estate agents and mortgage lenders. All these separate parties that come together for one common cause of transferring ownership of a home from seller to buyer. It's emotional and signifies a new chapter in many lives. The one piece of the puzzle that can oftentimes get overlooked in the mix is the title company. Not just the place to sign the papers, the title company is THE party who confirms rightful ownership, prepares the transfer deed and ensures that everything is done

completely, timely, lawfully and correctly. The title company wields a lot of power and can cause BIG, BIG problems if they aren't best in class.

Insured Title Agency has been in business for over 15 years with a team of over 100 years of title company experience. These are the top 5 reasons why a title company truly matters. Before choosing a title company vet them and their reviews for these qualities. Not choosing or not choosing wisely could cost your clients time, money, hassle and possibly heartache.

Responsiveness – A title company should answer the phone and be available to answer your questions. A great title company will keep all parties informed and aware of any changes. Should a problem arise, quick awareness allows the transaction to continue without unnecessary delays.

Problem Solvers – Some deals are tricky or can throw lesser title companies for a loop. Not every transaction can be straight forward with no challenges. A great title company doesn't shy away from the challenges. A great title company with experienced title professionals will see your challenge and raise you a solution.

Experience - A team of experts with a combined 100 years in the title industry are just the team you need to close a transaction smoothly. Inexperience and understaffing can lead to sloppy mistakes. Title can be intricate and requires a keen attention to detail. When vetting a title company, ask how long they have been in business and who will be handling your file.

Family-owned and operated – Locally owned small businesses run by family treat clients like family. Who would trust more with your home buying experience: a trusted family member or a large corporation? When you work with small businesses, you get the care that personal relationships offer.

Appreciative – A great title appreciates every client, every deal and every detail. It's not about the next deal. It's about doing everything necessary for this client to be overjoyed with his or her closing experience.

When you choose a title company make sure to choose a title company that cares and communicates. There's nothing worse than finally getting to closing and ending on a sour note because the title company doesn't handle the transaction with the care and concern that this is a huge milestone for your clients.

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