









Five Rings Method

I HELP BUSY FAMILIES UP-SIZE WHILE
HANDLING THE PROCESS AND LOGISTICS

CELL: 416-435-8324      

RE/MAX
HALLMARK REALTY LTD.
Brokerage, Independently Owned and Operated | RAISING THE BAR

There are so many things to love about where you live now.

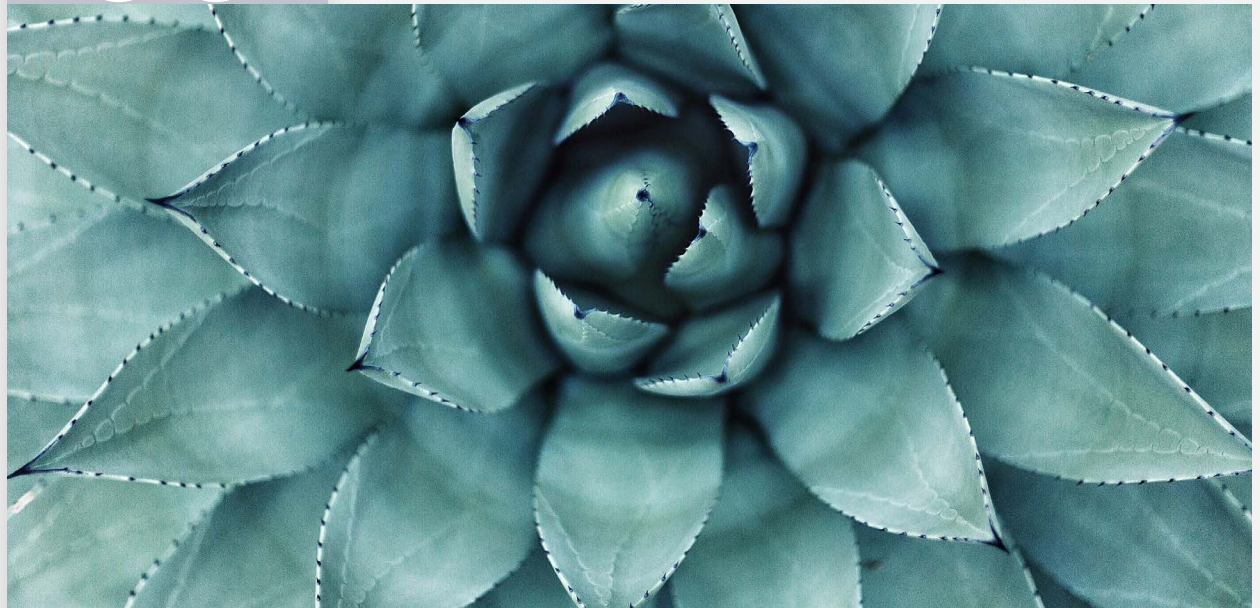
You've been there for a while which means there are a lot of memories. It's become familiar. If you had to walk through the place with a blindfold you could do it without bumping into anything.

When you found this place it was such a good fit or it was a good step to where you wanted to be. Remember when you finally got all your "stuff" moved in and there were empty closets? In 20 minutes you could pretty much tidy up the whole place.

Some time has passed now and a lot has changed. You've got more stuff, you've added to the family (or are about to). That space that was once the right fit has started to feel like it's missing some very important things. It seems more and more often you're annoyed by where you live.



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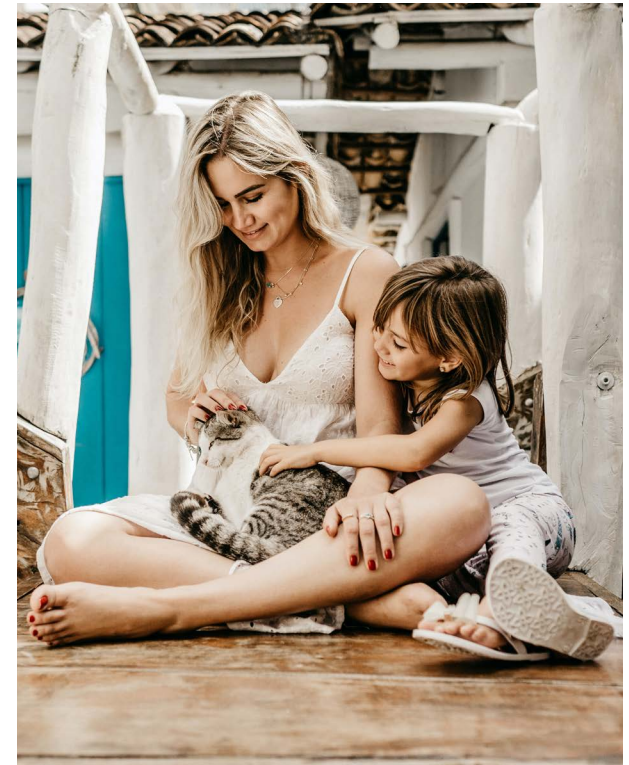
Lately you've found yourself looking at properties on MLS and thinking about a move. Then you tell yourself that the market is too crazy, you'll wait for it to come back down. You've been saving for your next house but haven't committed to an action plan.

It may be the lack of space, it could be the style or the location. Maybe you're renting and it's time to get a place you can call your own.

You live in this space but it's not checking the right boxes anymore.

This has been on your mind. Waiting to start only makes getting going harder. Getting started once you're at a crisis with your current home only makes the process more stressful. If you're feeling squeezed in the current house without extra bodies, just wait until the family grows! Doing anything with a new baby (or any kid under 15) is infinitely harder!

If all this speaks to you and it's time for a move, my team can help!



I developed the **Five Rings Method** to take the stress and pain out of the Selling and Buying process.

Read on for how it works for Buyers.

1

STEP ONE:

Meet and Assess

My first meeting with you is a Discovery Session. I get to know you and your motivation to buy a home. Your reasons for the move are the perfect starting point. From there we can chat about preferred neighbourhoods. The style of home, school district, access to transit and more. You tell me what's important to you and we go to work from there.





STEP TWO:

2

Prep Work

Before we go out to see properties, we want to connect you with a mortgage broker. This is to make sure we know the exact price points we're working within.

Once we know what we're shopping for I build a custom search for you. That custom search gets sent to you each day there's a new property. It also gets sent to me, and I check it. I do this so you don't have to feel the pressure each day to see if you're missing anything.

If you're renting now or have a home to sell we have some logistics to line up. PS, I love logistics. Getting the timing right to make sure you're not homeless or stuck with two places for a long period of time is one thing. The other details revolve around getting ready for the sale / notifying your Landlord. If you're selling, check out our Seller Guide!

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STEP THREE:

Showings and Virtual Showings

This is the fun part but it doesn't stay fun for long so I aim to make this stage as short as possible.

The first time out I pick a couple neighbourhoods and some different styles of houses that roughly match up with what you're looking for. We'll book up 5 or 6 for us to look at. The purpose of this first time out is to see some different houses and for me to listen to what you have to say about them. I'll also give you some insight into some of the more technical things to watch for (plumbing, electrical etc.)

Once I know what you like and dislike, I can tailor future showings around that. I'm pretty good at looking at photos and seeing what's going to be a good fit. I also do a number of "previews" to check out homes that I think might be a good fit but need verification. This means we only see the best options when we're together.





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STEP FOUR:

Offers and Pricing

There's an art to offers and pricing. For pricing, looking at past sales that are relevant is important. This means taking into account different school districts, the levels of finishes, overall location etc...that all gets us close. Following that it's all about waiting to see how many other offers there are on the property.

We also have to consider Bully Offers - responding to them or becoming a Bully ourselves (if you don't know what this is, that's cool, we'll cover that in our discussions).

Putting pen to paper. Writing a good offer involves 2 things.

- No mistakes, anywhere that could cause the offer to need "fixing".
- Understanding the Seller's needs. When is their ideal closing time? Have they already bought another home? Do they require a large deposit? Is the property, or a part of the property being rented at the moment?

We make the offer more attractive without adding more money!

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STEP FIVE:

The Move and Beyond

This is where we get back into the logistics part of the job.

We've got a staff member who is dedicated to helping you make this transition smooth. All your questions are handled as they come up. We've also invested in a program called MoveSnap. This helps you move all your utilities, mail and identifications over to the new address.

If you want help with the move, we've got trusted movers who'll do a basic move or they'll go all out and pack your stuff for you. Whatever your needs, we're with you all the way.

Once a client, always a client. I'm here for you for life. It's my belief that your real estate agent is your best resource when it comes to your home. I keep great connections with contractors and professionals. Referring my trusted trades to clients and friends is a real point of pride.



Are you a Seller as well?

We have a full Five Rings Method for Sellers! The same approach to full client service is the theme on the selling side. When you put our buyer and seller guides together, you get full alignment and minimum stress.

Ask for our full Five Rings Method for Sellers!

You're there! This is what a home is supposed to be. A sanctuary, a place for gathering and a point of pride for you and your family. You're finding yourself hosting holiday parties and entertaining in the backyard. Your home has become a point of pride to you, not in a brag-to-your-friends kind of way, but as self fulfillment. When you come home you know that you're secure in your home and you're in the process of securing your future.

Everything and everyone has a place in this new house. The compromises are down to or very near zero. This is what you imagined home ownership to be. Fulfillment.

Moving isn't the easiest thing to do.

That's why I designed the Five Rings Method. To get you from cramped to comfort and let us handle the process.

Reviews

Chris is very professional. He is patient and pleasant to work with. I highly recommend him especially for new home buyers or buyers that have not been to the market for a long time. He can provide you with very valuable information. I learnt a lot from him this year. He spent a lot of time explaining things to me so I got a very good picture of the market before I purchased my property. You need to work with him to understand his quality. He gave me recommendations, that is valid and warned me what to look for when he saw something that is fishy about the property or the deal. He is a trustworthy person that a client can rely on.

- **Emily AY**

Chris Cook was great, always reachable and ready to provide advise when needed. Passionate, resourceful, perceptive, dependable and driven, go getter attitude with good listening skills (rare combo). Helpful in selecting the best properties to see around the target area and price. Strategic at offer time and negotiation. We are very pleased with his services and happy to provide a high review of his services.

- **Carla and Brad**

Chris was patient working with me (a first time buyer) who at times was indecisive. I never felt that Chris was rushing to get a deal done; all the necessary steps/due diligences were always taken. I'd gladly recommend Chris to friends.

- **Harry B.**



Biography

I spent my youth in Whitby but I've lived here in Toronto for the past 25+ years. It's been an action packed couple of decades too. During that time I've lived in the West End, Central Toronto and now proudly call the East End home. I live here in my beloved Golden Triangle with my wife and three kids. This is where I've really come to understand how great the communities are in our city!

Before real estate my life revolved around boats and the water. If it weren't for sailing I know I don't know where I'd be now. The sport allowed me to travel the world, meet my closest and lifelong friends as well as my lovely wife!

I had the honour of becoming an Olympian as well as a National Team coach. Two journeys that have come to define who I am in so many ways.

When I turned my focus to real estate I found my calling. I love houses and I love, love, love working with people. Every day I'm amazed by the skills I've brought forward with me to this next stage of my life. Stamina to deal with the kids, coaching to help my clients and athletics to help me plan my approach.

I'm not sure what the next 10 years will look like, but I know it will be here in the East End of Toronto and it will involve helping people, mostly with real estate.



**"I love houses and
I love, love, love
working with people."**

If you want to take the next step,
book a discovery call with me to
see if I can help you with your
next move.

CLICK HERE TO BOOK YOUR CALL OR CHAT
WITH ME IN FACEBOOK MESSENGER

