

“Ted Richard’s Mission Statement”

**“We Make a living by what we get;
We Make a life by what we give.”
-Winston Churchill**

I will provide the best service possible for every client.

To be the best Realtor I can be, I am willing to give up a large portion of my personal life to ensure the highest level of service, integrity and knowledge possible. This I do not because of my clients expectations, but because of my commitment to their service.

I will never tell a client what they want to hear if it is not reality. I will never enter into a client relationship where I know what is expected of me can not be done in good faith. I acknowledge that I may periodically lose business because I am truthful with my clients and sometimes my competitors will tell them what they want to hear to temporarily get their business. In the long run, I know the my honesty will prevail.

I will always remember that to have a winning relationship with my clients, we must always have a mutual goal. I am neither slave - nor master, but a fellow member of a winning team. While I will bend over backwards to help you meet your goals, I will not enter into a relationship with people who treat me with disrespect. I have worked too hard for too many years.

I will never lose sight of the fact that my honesty, loyalty, understanding, work ethic and creativity are what makes me so very different from the Real Estate masses. I will always promote the best interests of my clients and I will always disclose to my clients all facts that might affect or influence their decision. Many times a client and I may disagree, but they will never be left alone wondering about a hidden agenda. Anything I have to say about a property is out in the open at all times. In the end, all decisions are the clients to make, not mine, and I will respect their decisions.

I will freely give of my time and money to help my community and charities. I will never lose sight of how many people in the world are less fortunate than myself. I will also attempt to educate my fellow agents, to raise the standard in which Realtors are measured in the public eye.

I will never forget that I could fall from being a Top Agent in New England to being a nobody, by losing sight of the fact that I owe my clients everything that I am or ever hope to be.

I respect your time and value your business. I know that you could go anywhere for your real estate needs, and appreciate having the opportunity to serve you the best way I can. My family completely owes it’s well being to your continued business, and my entire family is grateful for all you have made possible.

