

# News from Real Estate One

## Kathy Toth Recognized by iSucceed

Kathy Toth of Real Estate One has been selected as one of only five sales associates in the country to be highlighted on iSucceed's Top 5 Listing Presentations.

Ms. Toth of Dexter's Toth team is a top producing sales associate and a member of the Hall of Fame. She is also a member of Real Estate One's prestigious President's Circle and is ranked among the top one percent of producers nationally. Toth has been a Realtor since 1979.

Her Listing Presentation has been compiled and improved through the years. It contains a wealth of information about the market, selling in general, and the particular house that is being listed. Its comprehensive material educates the seller as to the fair market price of their home, current market conditions, paperwork they will need to prepare, and expectations before, during, and after the sale. It also contains helpful information about staging the home for showings, preparing for a move, and other matters related to the transaction.

Her Listing Presentation will be used as a training tool for other Realtors®. iSucceed will offer her CD individually or as part of a package of the top five presentations. It will contain a dialog between iSucceed's Bill Schue and Ms. Toth as they discuss the elements of her Listing Presentation and how to use them effectively.

According to Ms. Toth, "I share my success with the excellent team that I have assembled. Buyer's Agents, Linda Woodard and Kathleen Diehl, are able to represent the interests of the many potential buyers who call on my listings. Client Care Manager, Jennifer Marshall, handles the many details of the entire transaction while providing excellent advice and sometimes loans for our many clients. Carrie Gable keeps us on top of our varied Web sites with her excellent technical support. Vicki Larmee is the listing partner handling marketing. I couldn't have managed my business without them!"

The CD's will be available at iSucceed's bookstore.