

## About Andrew

### Personal:

I live in Havertown with my wife and, in addition to my commitment to Real Estate, I enjoy a number of hobbies including playing pool (8-ball), following our local sports teams, listening to a variety of music, writing/ blogging, podcasting and reading. I was born in the Wynnefield section of Philadelphia and lived briefly in the northeast section before moving to the suburbs where I lived until I got married. I know *all too well* what it is like to move as a child, a teenager and an adult!

### Mission Statement/ Professional Qualifications:

I am committed to my clients and to my profession, as demonstrated by my various roles, professional affiliations and designations/ certifications (I am certified to represent both Sellers and Buyers). Specifically, I am an experienced (**since 1996**), trained, educated and knowledgeable full-time agent, REALTOR®, Associate Broker, Ethics/ Continuing Education Instructor (certified by PA, NJ and DE), Professional Standards Ethics hearing Co-Chair and a Dispute Resolution Mediator. As Co-Chair, I review and evaluate allegations of unethical conduct. As a Mediator I resolve disputes between buyers and sellers as well as disputes between agents.

My goal is to provide my clients with outstanding service and to do so with responsiveness, integrity and reliability. I am committed to providing knowledge and representation that is both comprehensive *and* up-to-date. My clients deserve and will receive the finest service and **I guarantee it**. I want to earn your business for life and I want you to feel so strongly about my performance that you will feel comfortable enough to **recommend my services** to your friends, family and neighbors. Your recommending me to others is the highest form of a compliment.

### Why I Blog and Podcast

I have always enjoyed writing, often writing detailed analyses for clients as a way to teach or review subject matter. Several years ago I began writing blogs that I posted on the web and social media. My blogposts led to my being contacted by Inman.com, a highly respected voice in Real Estate. They offered me an opportunity to write material for them to provide to other agents.

Blogging led to my recording Real Estate podcasts (audio blogs). This led to my being contacted by a podcast-oriented website called Listenable.io. They offer a variety of audio courses covering a wide range of topics and said they were looking for Real Estate content. To date I have recorded two courses, one is The Basics of Selling Residential Real Estate; the other is The Basics of Buying Residential Real Estate. I have several other courses in process.

While Real Estate is certainly not “rocket science”, completing *any* sale involves completing what I call “The Five Steps to Selling or Buying Real Estate”. These basics cannot be overlooked or skipped and, if not properly managed, can lead to problems. My hope is that my writings and recordings will help the public better understand what I do and why I do what I do.

**There is no time for inexperience, empty promises *or* false expectations!**

**HIRE WISELY: We are not “*all the same*”!**