

Ancient Chinese legend indicates the color red to symbolize good luck and prosperity, inviting opportunities and abundance. It's no surprise, then, that when clients partner with The Red Door Group at ReeceNichols, they end up on the receiving end of good fortune and



blessings. Driven by experienced real estate agents Teresa Hoffman and Donna Sulek, this dynamic group of industry professionals leads the pack when it comes to providing clients a professional experience that delivers the best results each and every time.

"Our mission is to make our clients feel comfortable throughout the entire process of buying or selling a home," expressed Hoffman. "We want to make the process fun, easy and painless."

If buying or selling a home seems like a daunting process to you, then put your trust in The Red Door Group. This dedicated team will go above and beyond to ensure your complete satisfaction in the process. No matter what your wish list – and no matter what your concerns – The Red Door Group will be with you every step of the way, fully explaining the process without pushing you in a direction you do not want to go.

Licensed for 31 years in Kansas and Missouri, Hoffman's resume carries appreciable weight. A multi-million-dollar producer, she initially made a name for herself within the real estate arena working with Cedar Creek Realty, specializing in upper bracket new construction and resale homes in that area. She also has been involved in marketing the upscale Manors of Mission Farms and is currently the exclusive agent for the single-family homesites in Prairie Village's newest development, Meadowbrook Park. The services

she provides her clients reflect a high level of consultant expertise, strong negotiating skills and keen attention to detail coupled with thorough follow-through.

Joining forces with Hoffman, Sulek is



also a multi-million-dollar producer. Over the past 16 years, she has acquired vast knowledge of the real estate market and



fully understands what it takes to meet the needs of every type of client. She also has experience with resale, new construction, relocations, bank-owned and short sale properties. Recognized as a "5 Star Agent for Best in Client Satisfaction" for ten years in a row, her dedication to exceeding her client's expectations and offering superior service remains one of the single greatest reasons for the constant flow of referrals this team receives.

One of the greatest tools upon which Hoffman and Sulek rely is that of open and authentic communication, which can present in many forms. They use a variety of online products supplied by Reece Nichols that allow clients to effortlessly search for houses.

"It's a cooperative effort between us and our clients," explained Sulek. "We receive their wish list and upload the criteria,



then the system sorts through that criteria pulling up houses that meets those specifics. Then our clients can sort through that list and tag them according to what they like, what they are thinking about or just delete them. We can then see what they have done on our end which helps us build our list of homes to show them. For the listing side, we input the client's address and see what agents have buyers that are out there looking for the same criteria that meets our sellers home. Then we contact the agent to see how we can help them, and help us sell our listing."

Hoffman emphasized that, as a seller, it is important to always know what is going on throughout the process and to receive unedited feedback from the agent showing the home.

"If there are any issues, we want to deal with those right away," she indicated.

The Red Door Group also relies on a communication tool called *My Neighborhood Report*, geared towards sellers notifying them of the competition in the market. Before a listing presentation,



Sulek and Hoffman prefer to go out and preview other homes that are similar to the ones their clients have listed and will actually take their clients to see the competitors' homes.

"This gives our clients the opportunity to



see things from a buyer's point of view," Sulek stressed.

The Red Door Group also provides staging services at no charge for their



clients, which they do themselves, noting the importance of distinguishing between how one lives there versus how it should be marketed.

"Those are two different things," Hoffman said. "First impressions for a buyer must be spectacular."

From overseeing all of the details to simply putting each client's mind at ease, The Red Door Group wants to be your real estate consultant for life and enjoys a strong referral base.

"We are relational agents, not just transactional agents," said Sulek. "Not only do we build strong relationships with our clients, but we also develop strong ones with other agents."

With The Red Door Group at your service, you are guaranteed each transaction is conducted with extreme efficiency which translates to confidence in the outcome.

"We love what we do," noted Sulek. "Teresa and I have great chemistry and our clients feel that, too."

Whether buying that first home or transitioning to the empty nest home or anything in between, The Red Door Group is ready to assist. ■



913.323.7227  
thereddoorkc.com

DONNA SULEK  
816.507.5062

TERESA HOFFMAN  
913.302.6258



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