



Top Listings SOLD Team

ASK CATHY MARKETING GROUP, LLC

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The phrase “formula for success” is often loosely thrown about professionally, but is there really a formula? That would suggest a mathematical equation with a definitive answer, but in reality, it is potentially less of a formula and more of a lifestyle for success, as evidenced by the outstanding real estate team of Ask Cathy Marketing Group, LLC.

located in downtown Lee’s Summit, Missouri.

On track to sell 300 houses this year, Cathy and her team have consistently positioned themselves in the top 1% of Keller Williams Worldwide, which has given them a remarkable reputation for trust and integrity. Reputation is everything for real estate agents, and because the Ask Cathy Marketing team consists of dedicated specialists with a mindset for positivity, problem-solving, honesty, integrity, ambition, passion, attention to detail and full engagement with the client, this group has successfully leveraged its skillsets and talents to offer the highest level of service and satisfaction to everyone who hires this team to get the job done. The Ask Cathy Marketing Group has developed an environment designed to make the lives of others better, ensuring each client gets the right house, the right deal, the right education and the best service.

Cathy and her dynamic team don’t simply perform for their clients, however; they outperform time and time again. While it’s no secret the real estate industry can be tempestuous at times, and predicting the market is not an easy task, Cathy has proven systems in place designed for success, as those are the constants upon which she and her specialists can fully rely. These systems and processes are designed to ensure the most talented person is doing the job, whether listing, selling, closing, marketing, prospecting and even the administrative procedures. Cathy has learned to leverage her team with the right talent. As a longtime Keller Williams MAPS coach, this has been her life study.



*Cathy Counti,
CRS, SFR, CLHMS*

As founder of this award-winning group, Cathy Counti, CRS, SFR, CLHMS, has been in the real estate industry since 1995. She has been a part of the Keller Williams Platinum Partners family since 2008, with her business headquarters proudly



Listing Specialists



Ask Cathy Marketing Group

“All of us on this team are specialists,” she emphasized. “Everyone here is personality profile tested to do what they do naturally. We focus on enhancing, training and growing their natural talents. Everyone on the team is working towards what the client wants at the highest level. Our clients meet with many people on our team and get the best of each of us throughout the entire transaction.”

“We consistently outperform the MLS,” indicated Cathy. “We sell our houses 30-36 days faster and for 2.3% more money than the average agent in MLS.”

And while the real estate business can also be quite demanding at times and is not necessarily the proverbial 8 to 5 job, Cathy’s team is always at the ready, no matter the hour or the day.

“We focus on balance,” she said. “We are family first and clients first. The systems we have in place allow us to do this. So, no matter with whom our clients interact, they will always get a fresh, smart agent, administrator, or negotiator to ensure everything is done well and thoroughly.”

Creating a sense of trust is an integral part of the team’s philosophy, as well. Cathy and her team get to know each client, understanding what is important to them and why, as well as where they see their journey taking them.

“When they trust us and tell us their story, then we can help them make the best decision,” expressed Cathy. “Every client has a different story, and it is our job to listen to that story. We want to help them write their next chapter.”

That rock-solid sense of trust is the reason a majority of Cathy’s business is repeat business and referral-based and why some families have partnered with the team through several transactions over the years.

“After we close, we are still available to help,” smiled Cathy, whose digital Rolodex of outstanding resources is always available

to her clients. Need a painter? Ask Cathy. Need a plumber? Ask Cathy. Have questions with tax issues? Ask Cathy.

“We are there for the long haul,” she said. “We use these resources all the time, and our list is high and tight.”



Leadership Team

In addition to serving clients, Cathy has a passion for charitable endeavors, which include Coldwater in Lee’s Summit, which is a charity that serves the No Hungry Kids! campaign and the KC Pet Project. Her heart for giving to others never misses a beat.

The Ask Cathy Marketing Team serves all of the Kansas City Metro and surrounding suburbs. ■



Buyer Specialists



Client Care Executives



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