

COLDWELL BANKER RESIDENTIAL BROKERAGE



Prepared Especially for:
Mr. and/or Mrs. Buyer
I Specialize in Maryland
I Can Refer Anywhere in the World

Prepared by:
Adam Heimbach
Agent
Coldwell Banker Residential Brokerage
170 Jennifer Rd Ste 102
Annapolis, MD 21401

Office: 410-224-2200 ext- 2667
Cell Phone: 410-212-4898
E-mail: Adam.Heimbach@cbmove.com
Website: www.AnnapolisMarylandRealtor.com
Fax: 410-224-2258



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Thank you very much for giving me the opportunity to present the enclosed proposal for real estate services. I appreciate the time you spent with me outlining the criteria for your new home.

You will receive competent and professional service when you select me and Coldwell Banker Residential Brokerage to assist you in your search for a new home. We have assisted many families in this area in their search for their ideal home. I hope you will select me as your agent in this very important transaction.

This proposal includes information on me and Coldwell Banker Residential Brokerage that will confirm my qualifications.

Very truly yours,

Adam Heimbach
Agent, REALTOR®



WE'LL SHOW YOU THE WAY HOME

A vital first step in buying a home is to choose:

- The right Sales Associate
- The right real estate company



Presented By:

Adam Heimbach

Office: 410-224-2200 ext- 2667

Cell Phone: 410-212-4898

E-mail: Adam.Heimbach@cbmove.com

Website: www.AnnapolisMarylandRealtor.com

Fax: 410-224-2258



HELPING YOU FIND THE RIGHT HOME



We Listen

We learn from our buyers, to be more responsive to your needs.

We Guarantee Our Service

With the Buyer Services Guarantee we let you know exactly what to expect—in writing.

We Create a Home-Finding Plan

We will follow a customized, detailed plan to find the right home for you.

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THE HOME SELLING PROCESS

Homeowner Decides to Sell

Seller Selects Listing Agent

Seller Prepares the Home for Marketing

Agent Markets the Home

Property is Viewed Both Online and in Person

Contract Received

Terms and Conditions are Negotiated

Offer is Accepted

Arrange for Inspections

Mortgage Appraisals

Mortgage Underwriting and Approval

Title Company Searches Title

Pre-Settlement Walkthrough

SETTLEMENT!

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BUYER AGENCY REPRESENTATION

We Will Discuss Agency Representation

- You have a choice of how to be represented in transactions.
- You will be presented with all state-required agency forms.
- We will discuss the advantages of exclusive buyer representation.



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MY COMMITMENT TO YOU

When you name me as your exclusive buyer's agent, I will work to:

- Find you the right property
- Work for your best interests, not the seller's.
- Structure the offer to your advantage and negotiate on your behalf.
- Give you the buyer benefits and allow the seller to pay the commission.



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A TRUSTED SOURCE FOR HOME BUYERS FOR OVER 100 YEARS

Coldwell Banker Buyer Resources

- Our consumer-friendly approach focuses on the needs of the buyer.
- Our vast resources for assisting buyers in obtaining the right property are unmatched.
- We are committed to a high level of service.



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BUYERS SERVICES GUARANTEE

- Our written guarantee demonstrates commitment to full services.
- If we don't perform as stated, you can cancel our exclusive buyer agency agreement.

THE COLDWELL BANKER RESIDENTIAL BROKERAGE

BUYER SERVICES GUARANTEE

This Coldwell Banker Buyer Services Guarantee is the commitment that Coldwell Banker Residential Brokerage and your Coldwell Banker Residential Brokerage Sales Associate will perform the services stated below as part of your representation agreement.

Buyer: _____

Buyer's Address: _____

Phone: Home: _____ Office: _____ Cell: _____

E-mail: _____

COUNSELING SERVICES

Buyer Counseling Session
We will conduct a buyer counseling session to discover your needs and goals.

Buyer Representation
We will discuss the nature of your buyer representation choices. We will also present and explain the representation agreement and the special services and benefits it offers.

Property Selection
Based on your input from the counseling session, we will work to select properties to fit your needs for you to consider.

Home Showings
We will assist you in reviewing properties currently on the market and we will take you to those you select to obtain your feedback.

Home Evaluation
We will discuss the known positive and negative factors that may affect the value and future resale of properties for which you have an interest.

Personal and Timely Response
We will return your phone and e-mail messages on a timely basis.

Determining Purchasing Power
We will offer to arrange a pre-approval session with a reputable mortgage lender to identify your range of affordability and to increase your negotiating strength.

CUSTOMER SERVICE

Property E-mail Alert Service
We will register you with our property e-mail alert service on the company's web site. To provide you with e-mail notifications of new listings that meet your specifications listed by any REALTOR® in the area.

Coldwell Banker Concierge®
We will provide you with privileges to access our time-saving, pre-arranged vendor network for home and move-related services before, during and after the purchase of a property to help make your move into your home stressy as possible.

Coldwell Banker Home Protection Plan
We will explain to you the benefits and options of a home warranty to reduce your risk of repair costs after purchasing a property.

CONTRACT GUIDANCE

Negotiation Strategy
We will explain negotiation strategies for the property you have selected.

Offer Presentation
We will arrange to have your purchase offer presented to the seller.

Home Inspections
We will recommend that you obtain professional building and termite inspections and provide you the name of a reputable inspector.

Home Inspection Remedies
We will assist you to request a refund for items in the home or termite inspection reports as specified in the offer to purchase.

TRANSACTION MANAGEMENT


HomeBase® Property Information Online Account
We will set up a secure personal web site account allowing you online access to transaction information and documents long after your sale has closed.

Coldwell Banker Residential Brokerage will perform the services as stated above, prior to entering into an agreement to purchase a property, you are entitled to terminate the representation agreement. Please note that state and local regulations and practices may restrict or limit services. The listed services are then restricted to those in the coverage of the state office. You also agree to provide Coldwell Banker Residential Brokerage an opportunity to contact the seller within a 24-hour period following the delivery of the termite report. If the representation agreement with you is terminated, the territorial priority of the representation agreement shall apply. This guarantee of services is limited to non-transferable benefits and does not entitle the buyer to any monetary right should the service be restricted or terminated.

Buyer Approval: _____ **Date:** _____

Seller: _____ **Date:** _____

Agent: _____ **Date:** _____


RESIDENTIAL BROKERAGE

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THE REASONS WE AND/OR ONE OF OUR PARTNERS MAY CONTACT YOU:

1. Our sister company, NRT Insurance Agency, Inc., may contact you to offer a quote for home insurance. This is a great opportunity to **compare quotes so you can get the best coverage for your new home.**
2. We will invite you into the Realogy *HomeBase*SM system, our secure online transaction management system, that allows you **24-hour access to the documents related to the sale of your home.**
3. Coldwell Banker Concierge[®] may send you an email with links to our online utility connections and approved licensed and bonded service providers. Our goal is to provide you with **easy and reliable access to services for your home.**
4. Coldwell Banker Residential Brokerage will email you a satisfaction survey. By completing this survey, you can **help us continue to improve our service.**
5. When you purchase a home from Coldwell Banker Residential Brokerage, a postcard will be mailed to you offering a **10% discount** on purchases and installation services from Lowes. We want to help you customize the look of your new home.

The fact that your home is for sale is typically public knowledge, and many service providers unrelated to Coldwell Banker Residential Brokerage may contact you to offer goods and services. We do not sell or provide your contact information to anyone outside of our company. If you are contacted by any company other than those listed above, please know they did not receive your information from Coldwell Banker Residential Brokerage.



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DETERMINING YOUR PURCHASING POWER

Mortgage Pre-approval is Important for the Success of Your Home Search

- Speaking now with a mortgage specialist will let you know in what price range to start your search.
- Pre-approval is the foundation for your negotiating position with sellers.



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MY WEBSITE

Search Every Home for Sale from Every REALTOR® on My Website

- View photos & virtual tours
- I will register you on My HomeFinder to receive email alert on newly-listed homes that match your needs
- Locate the home on a map
- Find school & community info



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A

Abington Mariner
Ad Express & Daily Iowegian
Advocate Press
Alexandria Town Talk
Allentown Morning Call
Allied News
Allston/Brighton
Allaboutthearea.com
Americantowns.com
Americus Times Recorder
Amesbury News
Anchorage Daily News
Andover Townsman
AOL® Real Estate
Arbutus Times
Argus
Asbury Park Press
Ashland TAB
Asheville Citizen Times
Athens Daily Review
Augusta Daily Gazette
Azcentral.com

B

Bakersfield.com
Baltimore Sun
Baltimore Messenger
Batesville Herald-Tribune
Battle Creek Enquirer
Beauregard Daily News
Bedford Minuteman
Belleville News Democrat
Bellingham Herald
Belmont Citizen-Herald
Beaufort Gazette
Benton Evening News
Beverly Citizen
Billerica Minuteman
Biloxi Sun Herald
Bluefield Daily Telegraph
Bourne Courier
Bowlinggreentimes.com
Bradenton Herald
Braintree Forum
Brandywine East Community News
Brandywine West Community News
Bridgewater Independent
Brighton-Pittsford Community Post

Brighton-Pittsford Post
Bristol Herald-Courier
Brookline TAB
Browardpalmbeach.com
Burlington Free Press
Burlington Union
BusinessRockford.com

C

Cambridge Chronicle
Cambridge TAB
Canton Journal
Cape Ann Beacon
Carmi Times
Carolinascw.com
Carolineprogress.com
Carver Reporter
Catonsville Times
Cedar Creek Pilot
Centre Daily Times
CBmove.com
cbs47.com
Charlottesville Daily Progress
Chelmsford Independent
Chicagotribune.com
Chickasha Express Star

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Chillicothe Gazette
Chinconteaque Beacon
Chronicle Herald
Citizen Tribune.com
Claremore Daily Progress
Classified Ad Network
Classifieds.urbantulsa.com
Cleburne Times Review
Clinton Herald
CNMoney.com
Cohasset Mariner
ColdwellBanker.com
ColdwellBankerPreviews.com
Columbiatribune.com
Comcast.net
Commerce Journal
Commercial News
Commonwealth Journal
Constitution Tribune
Contra Costa Times
Cooperstown Crier
Cordele Dispatch
Corsicana Daily Sun
Coshocton Tribune
Counton2.com
Country Gazette
Crossville Chronicle
cn.wsj.com (China) (Listings start at \$500K)
Cumberland Times News
Cwarkansas.com
Cyberhomes.com

D
Daily American
Daily Ledger
Daily Messenger
Daily Press
Daily Record
Daily Register/Eldorado Daily Journal
Daily Review Atlas
Dallasnews.com
Danvers Herald
Danville Register & Bee
Decatur Daily
Derry News/Weekender
Detroit Free Press
DirectHomes.com
Du Quoin Evening Call
Dunsmuir News
Duxbury Reporter

E
Eagle Gazette
East Bridgewater Star
Easton Journal
Edmund Sun
Effingham Daily News
El Paso Times
Elkvalleytimes.com
Elsberrydemocrat.com
Enid News & Eagle

F
Fairport-East Rochester Community Post
Fairport-East Rochester Post
Falmouth Bulletin
Farmside
FindAProperty.com
Firesideguard.com
FL.Living.net
Florida Today
Fonddulac
Fort Collins Coloradoan
Fort Lauderdale Sun Sentinel
Fort Myers News Press
Fox23.com
Fox23news.com
Fox3online.com
foxkansas.com
Framingham TAB
Fresno Bee
FrontDoor.com

G
Gainesville Daily Register
Gates-Chili Community Post
Gates-Chili Post
Georgetown Record
Glasgow Daily Times
Gloucester Daily Times
Gonzales Weekly Citizen
Goochlandcourier.com
Goshen News
Grand Traverse Herald
Grayson Journal Enquirer
Great Falls Tribune
Greece Community Post
Greece Post
Greensburg Daily News
Greenville Community News
Greenville Herald Banner
Greenville News
Grundycountyherald.com

H
Halifax/Plympton Reporter
Hamilton-Wenham Chronicle
Hannibal Courier-Post
Hanover Mariner
Hanson Town Crier
Harwich Oracle
Hattiesburg American
Hendricks County Flyer
Herald Times Reporter
Heraldchronicle.com
Herald Progress
Hermannadvertisercourier.com
Holbrook Sun
Holliston TAB
HomeFinder.com
Homes News Tribune
Homes.com
Homes-online.com
HometownAnnapolis.com
Hopkinton Crier
Howard County Times
Hudson Sun

I
Idaho Statesman
IHT.com
Inside Bay Area
Iowa City Press Citizen
Ipswich Chronicle
Irondequoit Community Post
Irondequoit Post
Ithaca Journal

J
Jacksonville Daily Progress
Jerseydevillhomes.com
Journal and Courier
Journal Star

K
Kansas City Star
KCRG.com
Kingston Reporter
Kirksville Daily Express & News
Knoxville Journal Express
Kokomo Tribune
kxly.com

L
Lakeville Call
Lansing State Journal
Las Cruces Sun-News

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Lasvegassun.com
Laurel Leader-Call
Laweekly.com
Lawyerstitle.blogspot.com
Leader
Ledger-Enquirer
Leesville Daily Leader
Lexington Herald-Leader
Lexington Minuteman
Life
Lincoln Journal
Lincolncountyjournal.com
Littleton Independent
Livingston Daily Press & Argus
Local12.com
Lockport Union-Sun & Journal
Loopnet.com
Los Angeles Times
Louisianapressjournal.com

M

Macon Telegraph
Malden Observer
Manchestertimes.com
Mankato Free Press
Mansfield News
Marblehead Reporter
Marion Daily Republican
Marlborough Enterprise
Marshfield Mariner
Marshfield News-Herald
Maryville Daily Forum
McAlester News-Capital
McCreary County Record
Medfield Press
Medford Transcript
Melrose Free Press
Miaminewtimes.com
Middletown Transcript
Milford Beacon
Mill Creek Community News
Mineral Wells Index
Moberly Monitor Index
Modesto Bee
Money.cnn.com
Monterey County Herald
Montgomery Advertiser
Montgomery Herald
Morehead News
Moulton Advertiser
Move.com

MSN.com
Mt. Vernon Register News
My Central Jersey
My.wickedlocalhomes.com
Myareanetwork.com
Myeyewitnessnews.com
Myfloridahomestore.com
Mytwichita.com

N

Natick Bulletin & Tab
Nbc13.com
Nbc17.com
Needham Times
Neosho Daily News
New Castle News
Newark Courier-Gazette
Newhavenleader.com
News
News & Advance
News Herald
News Journal
Newton TAB
Niagara Gazette
North Andover Citizen
North County News
North Jefferson News
North Shore Sunday
Northern Virginia Daily
Northeast Booster
Northernnecknews.com
NorthJerseryhomes.com
Northumberlandcho.com
Norton Mirror
Norwell Mariner
Norwich Bulletin
Norwood Bulletin
NYTimes.com

O

Observer & Eccentric Newspapers
Ocweekly.com
Old Colony Memorial
Olive Hill Times
Olympia Daily Olympian
OpenHouse.com
Orlandosentinel.com
Oshkosh Northwestern
Ottumwa Daily Courier
Ozarkshomehunter.com

P

Pacific Daily News
Palestine Herald-Press
Palladium Item
Patriot Ledger
Pauls Valley Daily Democrat
Pella Chronicle
Pembroke Mariner & Reporter
Penfield Post
Pensacola News Journal
Picayune Item
Plotornot.com
Post South
Poughkeepsie Journal
Press & Sun-Bulletin
Press-Downers Grove
Press-Elmhurst
Press-Gazette
Press-Glendale Heights
Pressofatlanticcity.com
Press-Weekly Citizen
Press-Wood Dale
Progress
Provincetown Banner
Pryor Daily Times

R

Raleigh News & Observer
Randolph Herald
Raynham Call
Realtor.com
Reno Gazette-Journal
Reporter-Downers Grove
Reporter-Lemon
Reporter-lisle
Republican-Batavia
Republican-Geneva
Republican-St. Charles
Richmond Register
Rochester Democrat & Chronicle
Rock Hill Herald
Rockford Register Star
Rockwall County Herald Banner
Rolla Daily News
Rolla Daily News Plus
Roslindale Transcript
Royse City Herald Banner
Rush-Henrietta Community Post
Rush-Henrietta Post
Rushville Republican

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S

Salem Gazette
San Jose Mercury News
San Marcos Daily Record
Sandwich Broadside
Santa Cruz Sentinel
Saugus Advertiser
Scituate Mariner
Seattleweekly.com
Seniorhousingnet.com
Sentinel-Standard
Sharon Advocate
Shelbyville Daily Union
Sherborn Press
Shrewsbury Chronicle
Siskiyou Daily News
Snapshot.trulia.com
Somerville Journal
Southwest Daily News
Southwesthomesnow.com
Spectator
Springfield News-Leader
St. Clair News Aegis
St. Cloud Times
Stanly News & Press
Star Courier
Star-Gazette
Star-Telegram
Statesman Journal
Stevens Point Journal
Stoneham Sun
Stoughton Journal
Suburban Life-Brookfield
Suburban Life-Countryside
Suburban Life-Darien
Suburban Life-Hinsdale
Suburban Life-La Grange
Suburban Life-Riverside
Suburban Life-Westchester
Sun News
Sun-Sentinel
Suwannee Democrat
Swampscott Reporter

T

Tahlequah Daily Press
Tallahassee Democrat
Tampa Tribune
Tampabay.com
Taunton Daily Gazette
Telegraph-Forum

Tewksbury Advocate
The Ada Evening News
The American
The Arizona Republic
The Arlington Advocate
The Bastrop Daily Enterprise
The Baxter Bulletin
The Beacon
The Beacon-Villager
The Bolton Common
The Branford News
The Cape Codder
The Community News
The Concord Journal
The Cullman Times
The Daily Advertiser
The Daily Citizen
The Daily Guide
The Daily Item
The Daily Journal
The Daily News Journal
The Daily News Leader
The Daily News of Newburyport
The Daily News Transcript
The Daily News Tribune
The Daily Southerner
The Daily Star
The Daily Telegram
The Daily Times
The Daily Tribune
The Daily World
The Danville News
The Des Moines Register
The Desert Sun
The Donaldsonville Chief
The Dover Post
The Du Quoin News
The Duncan Banner
The Eagle-Tribune
The Enterprise
The Evening News
The Examiner
The Fayette Tribune
The Fresno Bee
The Geneseo Republic
The Hartford Courant
The Harvard Post
The Haverville Gazette
The Herald
The Herald Bulletin
The Herald News

The Herald-Dispatch
The Herrin Spokesman
The Hillside Daily News
The Hingham Journal
The Holland Sentinel
The Huntsville Item
The Independent
The Indianapolis Star
The Island Packet
The Jackson Sun
The Jasper News
The Journal - Register
The Journal News
The Lancaster Times & Clinton Courier
The Land
The Leaf-Chronicle
The Lebanon Reporter
The Leeds News
The Marion Star
The Mayo Free Press
The Meadville Tribune
The Merced Sun-Star
The Meridian Star
The MetroWest Daily News
The Mexico Ledger
The Miami Herald
The Midwest City Sun
The Milford Daily News
The Moultrie Observer
The Muskogee Phoenix
The Nantucket Independent
The Newburyport Current
The News & Observer
The News Courier
The News Tribune
The News-Messenger
The News-Star
The News Tribune
The Newton Kansan
The Newton Record
The Norman Transcript
The North Attleborough Free Press
The Northborough/Southborough Villager
The Observer-Dispatch
The Olney Daily Mail
The Orange Leader
The Oskaloosa Herald
The Paper
The Pharos-Tribune
The Port Arthur News
The Post-Crescent

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The Pratt Tribune
The Press-Republican
The Randolph Guide
The Reading Advocate
The Record-Eagle
The Register
The Register Herald
The Register-Mail
The Reporter
The Repository
The Sacramento Bee
The Salem News
The Sentinel
The Sentinel Echo
The Shawnee News-Star
The Sheboygan Press
The Spectrum
The Star Beacon
The Star Herald
The Star Press
The State
The State Journal-Register
The Stillwater Newspress
The Suburbanite
The Sudbury Town Crier
The Telegraph
The Tennessean
The Tifton Gazette
The Times
The Times-Reporter
The Tribune Star
The Tribune-Democrat
The Union-Recorder
The Virginia Gazette
The Walpole Times
The Wayland Town Crier
The Weekly Mail
The Weekly Times
The Wellesley Townsman
The Weston Town Crier
The Wichita Eagle

The Winchester Star
The Zionsville Times Sentinel
Thecentralvirginian.com
TheNest.com
Thesunchronicle.com
Thisweeklive.com
Thomasville Times-Enterprise
Times Daily
Times Herald
Times Record
Times Recorder
Times Tribune
Times West Virginian
Times-Leader
Tonawanda News
Towson Times
Tri-City Herald
Tri-Town Transcript
Trulia.com
Tullahomanews.com
Turnto10.com
Tuttle Times

U

UniqueHomes.com
Utica Observer-Dispatch

V

Valdosta Daily Times
Vandalialeaders.com
Victor-Farmington Community Post
Villagevoice.com
Vinton News
Virginia Gazette
Visalia/Tulare

W

Wakefield Observer
WallStreetJournal.com (Listings start at \$500k)
Wareham Courier
Washington Times Herald
Washingtonpost.com
Watertown TAB & Press

Waurika News Democrat
Wausau Daily Herald
Wayne County Outlook
Weatherford Democrat
Webster Community Post
Webster Post
Weed Press
Wellington Daily News
West Bridgewater Times
West Roxbury Transcript
Westborough News
Westford Eagle
Westminster Eagle
Westwood Press
Westword.com
Weymouth News
Whitman Times
whptv.com
Wilmington Advocate
wjactv.com
Wjtv.com
Wnct.com
wral.com
Woburn Advocate
Woodward News
Wrbl.com
wtov9.com

Y

Yahoo! Real Estate™
yourplaceforhomes.com

Z

zidaho.com
Zillow.com
Zilpy.com

1stdibs.com®
303area.com/real-estate
9wsyr.com

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COLDWELL BANKER®

RANKED #1 IN WEB TRAFFIC AMONG REAL ESTATE BRANDS*

According to the leaders in digital measurement, Coldwell Banker websites had the highest number of unique visitors among all national real estate brands for 2011.

17.5 million unique visitors to Coldwell Banker websites
28% higher than the closest competitor

– *Nielsen*

26.1 million unique visitors to Coldwell Banker websites
21% higher than the closest competitor

– *comScore Media Metrix*



We'll give your property the powerful global exposure it needs, on the sites where most buyers are looking. Thanks to our powerful Web alliances, Coldwell Banker Residential Brokerage will showcase your property to more than 15 million potential homebuyers every day on over 550 highly-trafficked real estate websites.

Coldwell Banker's unparalleled Internet marketing reach and global office network will make sure your property reaches the largest possible audience of homebuyers.

Ask us for details.

* According to Nielsen and comScore Media Metrix, Coldwell Banker branded websites had the highest number of unique visitors among all national real estate franchise brands for full-year 2011.

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2012 COLDWELL BANKER MARKETING CAMPAIGN

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
TELEVISION												
ABC			The Middle., Suburgatory, Modern Family									
HGTV			House Hunters, Designed to Sell and more									
ESPN Baseball Tonight			Coldwell Banker Demo Field Sponsorship									
ESPN Programming			SportsCenter, MLB, NCAA Basketball, NBA Playoffs and more									
Cable Entertainment			TLC, TNT, USA Network, History Channel, Syfy and Discovery									
LXTV Open House	[Bar spanning all months]											
LOCAL TELEVISION			WBAL-TV Channel 11									
WORLD WIDE WEB												
350+ Website Exposure												
CBmove.com												
coldwellbanker.com												
AOL Real Estate												
FrontDoor.com												
HomeFinder Network			Including over 140 newspaper sites									
Homes.com®												
IHT.com												
MSN Real Estate			Including MSN & Move									
NYTimes.com			Including over 80 powered sites like: Kiplinger.com, CNNMoney.com and Mortgages.com									
On Location™ (Coldwell Banker's YouTube™ channel)												
OpenHouse.com												
REALTOR.com®			Including over 145 newspaper sites									
Trulia.com												
WSJ.com												
Yahoo!® Real Estate												
Zillow.com®			Including over 145 newspaper sites									
Search Engine Optimization												
Google			Including: Google.uk (United Kingdom), Google.ca (Canada), Google.de (Germany) and Google Latin America									
Yahoo!®												
ONLINE MEDIA TO SUPPORT COLDWELLBANKER.COM												
Display Banners												
Google Display Network			[Bar spanning all months]									
netmining Network			[Bar spanning all months]									
Search Engine Marketing			Google, Bing and Yahoo!®									
Mobile Marketing												
admob												
ONLINE MEDIA TO SUPPORT ON LOCATION™ CHANNEL												
YouTube™			[Bar spanning all months]									
PREVIEWS INTERNATIONAL®												
coldwellbankerpreviews.com												
PrimeLocation.com (United Kingdom)												
FindAProperty.com (United Kingdom)												
UniqueHomes.com												
ExceptionalPropertiesOnline.com			Hosted on RobbReportCollection.com									
Istdibs.com®												
cn.wsj.com (China)												
PropGoLuxury.com (China)												
NEWSPAPER Local Classified Advertising												

The above outlines anticipated media activity and is subject to change. For the most up-to-date version of this calendar, please visit CBmedia.

Presented By:

Adam Heimbach

Office: 410-224-2200 ext- 2667

Cell Phone: 410-212-4898

E-mail: Adam.Heimbach@cbmove.com

Website: www.AnnapolisMarylandRealtor.com

Fax: 410-224-2258



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MULTIPLE LISTING SERVICE

I Can Show You Any Home Listed By Any REALTOR®

- By listening to your needs, I will show you the properties that meet your criteria.
- I can help you view any home online or on paper.



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If You Discover a Home, Call Me and We'll Check It Out Together

I'll research any property you see advertised, no matter who the broker or agent is.

- Yard sign
- Open house
- Web site
- Newspaper
- Homes magazine
- Builder
- For sale by owner
- New Homes



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HOMES THAT MEET YOUR CRITERIA

To Find the Right Home for You...

- We will tour properties that best match the criteria you have given me.
- Your candid impressions of each property will help me fine-tune the search process.
- I can provide additional facts to assist in your evaluation of selected homes.



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NEGOTIATING THE PURCHASE AGREEMENT

Preparing an Offer and Negotiating on Your Behalf

- I will provide information to assist you in decisions regarding an offer.
- I will show you ways to increase favorable responses from sellers.
- I will communicate the seller's response to you and, if necessary, suggest further negotiating options.



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MONITORING THE PURCHASE PROCESS

In Conjunction with the Right Title Company I'll Help You Prepare for a Smooth Settlement By:

- Tracking the satisfactory completion of all contingencies and conditions required under your purchase agreement.
- Keeping you informed of the progress of the transaction.

When all documents at settlement are signed and funds exchanged, the property is yours!



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Coldwell Banker® Home Protection Plan

- Repairs or replaces the major covered working components of a home.
- Gives you peace of mind.
- Can be provided by the seller, or purchased by you, as agreed upon in the purchase contract.



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PROTECTION
PLAN

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TAKING CARE OF THE DETAILS

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As a Coldwell Banker Residential Brokerage client, we will provide these complimentary services for life. We maintain a list of pre-screened service providers in your area.

Online Utility Connection

Save time and stress by arranging for utility connections and other home services from one convenient Coldwell Banker web site.



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Concierge®

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The HomeBaseSM system is an exclusive transaction management system that allows you to be informed throughout the home buying process. Consider it your personal online filing cabinet which will allow you to view and access your transaction documents.

The HomeBaseSM transaction management system includes:

- Constant visibility into each step of the process
- Greater ease and immediacy of communications
- Convenient, secure 24/7 online access
- Environmentally friendly
- Safe online storage which allows for document retrieval during estate planning, financial planning or tax season



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- coldwellbankerpreviews.com
- ExceptionalPropertiesOnline.com
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*Data based on closed and recorded transaction sides of homes sold for one million dollars or more as reported by independently owned and operated affiliates in the Coldwell Banker® franchise system for the calendar year 2011. It should be used for comparison purposes only. Although Coldwell Banker Real Estate Corporation deems this information to be reliable, it is not guaranteed.

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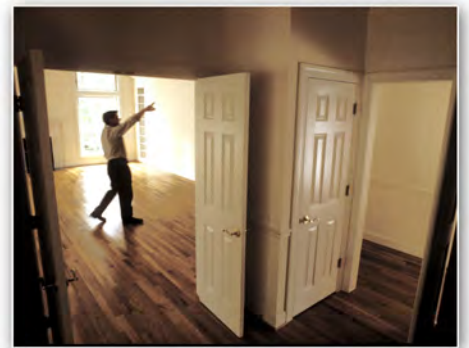


IN CONCLUSION

When you choose Adam Heimbach you will receive:

- Excellent service and support.
- A market analysis of your new home.
- A winning search plan.
- Every effort to find your perfect home.
- The resources of Coldwell Banker Residential Brokerage.

Start the Search Now with Adam Heimbach!



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