



### REO Priority Checklist

- Prompt Communication with solutions provided to asset manager to allow for sound decisions.
- All reports/tasks completed are on time or early, and as informative as possible.
- Pre-List marketing is initiated immediately for REO properties to keep DOM as low as possible.
- Ensuring assets are secure and maintained. Follow up with potential buyers and agents.
- Keeping an open and positive relationship with neighbors, HOA management, and code officers to prevent or put at bay violations.
- Strong negotiations and selling platform set to maintain list price or within a small margin is obtained.
- Continue to be the number one broker with the asset managers we work with.
- Inspire others through business relationships to volunteer in the community to make a difference.

### Broker's Personal Priority Checklist

- Maintain loving, respectful relationships
- Inspire others to volunteer in the community to make a difference
- Continue to volunteer within the Guardian Ad Litem program being the voice to abused & neglected children
- Continue to create on her 1.2-acre property a home to wildlife and bettering air quality.
- Purchase that all electric car in 2018!
- Create new, positive memories for children with GAL to mold and shape them to be happy, healthy adults through charity, holiday events, and Worship.

### Brokers REO Biography

Deborah started selling REO's in 2010. This came about after mastering traditional sales and large land parcels for PUDs. Deborah is consistently looking for a challenge and to be the best in her field. Parallel to her desire to treat other agents that work for her, with her, or across the closing table, Deborah's stance representing corporate and REO sellers is strong. A no nonsense approach is felt by the buyer side, which immediately sets the tone for success and terms contracted to be followed. Deborah's career in the REO field sky rocketed from seed to current. The new REO agent of 2010 within one year became #1 in her office. The following years she maintained #1 and then added #6 in the nation for sales volume and #3 in sales amount within the national REO brokerage. Deborah has since branched out and established relationships that are mutually valued with asset management companies. Deborah has a team of agents that hold her to high regard and follow her instruction to ensure successful sales and relationships.

### The Oak Agency's Mission

The Oak Agency was named by Deborah Puleo. The name chosen as it symbolizes growth, strength, and reliability. 'Integrity is the root of our real estate success is the slogan that means everything to Deborah and her team. Integrity, professionalism, & ethics are the core principles in real estate. In today's world of real estate, Deborah wants to set the bar for standards and practices. Each REO is sold with the same integrity as a traditional sale. To add value and significance to each sale, an Oak Tree is the chosen house warming gift for all homes purchased from The Oak Agency. What better gift, than one that grows with them?