



Thomas Ryan Associates, Inc. REO services:

- **Occupancy Status** - same day verification check
- **Cash for keys- Negotiate** with occupants in effort to save client from evicting
- **BPO** - efficient 24-48 hour turn around
- **Loss Mitigation**
- **Rekey** – meet local locksmith and rekey to client code and use lockbox to client code
- **Secure asset** – in addition to rekey ensure that all access point are secured
- **Trash out** – arrange, manage and inspect
- **Monthly marketing reports**
- **Offer negotiation**
- **Closing coordination**
- **Asset management** – lawn care, cleaning, inspections, etc.
- **Repair / Rehab** - arrange, manage and inspect
- **Communication** – mobile email / internet access, constant cell access
- **Office team / mobile team** – quick response to BPO's / trash outs / emergencies
- **Buyer agent team** – for immediate showings to potential buyers on REO listings
- **Ancillary affiliations:** loan officers on standby for REO buyer prequalifications, courtesy closers to assist with local closing and coordination of a smooth transaction.
- **Live Answer** – sign, ad, internet calls answered by a live person for high buyer capture

252 West Marion Avenue, Punta Gorda, Florida 33950

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1-866-TOM-RYAN (866-7926) Toll Free

www.ThomasRyan.com



Thomas Ryan Associates, Inc. General Marketing Plan for REO property

*All properties to be marketed as follows but not limited to:

- Entry into the local Multiple Listing Service with multiple photos
- Entry into the Florida Gulf Coast MLS Alliance (Manatee, Sarasota, DeSoto, Charlotte, Glades, Hendry, Lee & Collier Counties)
- Entry into the Mid Florida Regional MLS (Charlotte, Sarasota, Manatee, Hillsborough, Polk, Lake, Volusia, Seminole, Orange and Osceola Counties)
- For sale sign (66% larger than standard signs). *Sign phone number is directed to a live person answer.
- Additional “kick in” sign or rider advertising as Bank Owned
- Inclusion in mailings targeted to 1100+ most recent past customers of Thomas Ryan Associates seeking an investor purchase or owner occupant purchase
- Immediate live phone contact to our active investor list
- Internet marketing: Realtor.com *Premium listing enhancement with showcase banner & multiple photos, RealEstateBook.com, Welcome-Home.com, ThomasRyan.com, CharlotteAreaMLS.com, etc.
- Print Publications: Welcome Home Magazine (local distribution in county of property location) Real Estate Book high gloss color (premium placement – Thomas Ryan Associates is contracted for the front inside cover and pages 2,3&4 for first impression)
- Direct investor / second home contact with 2 Thomas Ryan Associates agents in Europe
- Daily “hands on” servicing from Broker (15 years local experience) as well as daily “hands on” servicing from office manager
- Constant feedback monitoring from showing agents
- Constant price evaluation vs. competing properties and completing monthly status reports

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**SHANNON GADBOIS
BROKER/OWNER**

Shannon Gadbois is the founder and president of Thomas Ryan Associates, Inc. For the past 15 years, he has been diligent in obtaining and creating the best real estate training available in the industry. Shannon has traveled throughout the United States and Canada to seek out the top trainers to better his sales career and improve his own training skills. For the past seven years, Shannon has taught these skills to all of his agents at Thomas Ryan Associates, Inc.

Shannon began his real estate career with a national franchise company and quickly became a top producing agent in Florida earning numerous awards for his sales achievements. His vision and passion for excellence drove him to open his own company in October, 2000. Thomas Ryan Associates has continued to thrive despite numerous challenges along the way. The current Real Estate market challenges all involved, but with Shannon's leadership and focus the company continues to move forward and adapt to changing conditions. This independence is crucial in such a fast changing market, and after considering many overtures from national franchises and their corresponding business models, he has chosen to remain independent and follow his own high standards. Shannon has spent time, money, and effort in obtaining the best possible training for himself and his agents. Thomas Ryan Associates, under the leadership of Shannon Gadbois, has risen to the second highest producing independent real estate company in the local market and continues to strive for excellence and achieve results.

With the changes in the SW Florida market Shannon has embraced and now diligently focuses on providing BPOs as well as listing and selling REO properties.

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**MICHAEL GETOFF
REALTOR**

Michael Getoff brings an unusual mixture to the team. Having owned and operated a commercial furniture business for 20 years, Michael dealt with the heads of real estate departments of major corporations and over-saw all aspects of build-outs nation wide. Michael has also invested in real estate in numerous states, from foreclosures to sub-performing debt portfolios and REO workouts in association with Palisades Financial, where he was on the board of advisors. He has taken real estate classes at Pace University, Antioch College, and Ed Klopfer school of Real Estate. Michael had held a real estate license for 8 years and enjoys the challenges of the foreclosure market. His sole responsibility at Thomas Ryan Associates is foreclosure properties.

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THOMAS RYAN ASSOCIATES, INC.

Thomas Ryan Associates, Inc. is a locally owned, independent real estate company located in the heart of downtown Punta Gorda. The company was founded by Broker/Owner Shannon Gadbois, a highly successful real estate agent with an entrepreneurial spirit, in October of 2000.

Since opening, the company has grown from one agent and administrator to 20 full time agents, a full-time manager, a full administrative staff, as well as a commercial and property management division. Each member of the Thomas Ryan Team has been interviewed, hired, and personally trained by the broker. His commitment to world class service and training is second to none and has earned Thomas Ryan Associates an excellent reputation among its customers and industry peers.

Unique in many aspects, Thomas Ryan Associates has developed an administrative and management support system that provides each agent with the maximum opportunity for the most productive activities in the business, listing and selling real estate. This focus leaves items such as time consuming paperwork and phone calls to the staff. It is a time-tested system that has been developed in the field and requires a commitment to mutual success from associates, staff, management and ownership in a total cooperative, team atmosphere.

Thomas Ryan Associates' commitment made us the second highest producing independent office as measured by closed residential sales in 2007. Our residential sales rate exceeds the Board of Realtors average by 15%, and our agents' production exceeds that of agents with similar experience levels by 25%!

As the local market has changed, Thomas Ryan Associates has changed with it. We have actively embraced the short sale and pre-foreclosure market. We have set up a complete turnkey system created with input from real estate brokers, trainers and agent contacts throughout the country that have provided a simple yet detailed system to handle this evolving sector of the market. We guide the seller and buyer through the whole process and provide a seamless transaction to the financial institution or investor. We regularly provide BPOs as well as list REO properties, all which adds to our level of expertise as well as the bottom line. The broker and manager have complimented this hands-on experience with formal training in this area, including interaction with Title companies, attorneys, as well as relevant seminars. We funnel the main contact and negotiations for these types of transactions directly to management.

Thomas Ryan Associates' high personal standards have made us a successful company with a solid reputation for selling real estate from Sarasota to Punta Gorda. We take pride in offering and delivering "World Class Service" to our customers, colleagues, and agents.