

LESTER F. COX

Marketing Services & Resume

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800-304-6741



www.AzCentralHomeSearch.com
Serving All of Maricopa and Northern Pinal Counties

Pacific Arizona Realty * NRBA * REObroker.com * REOTrans & ResNet Certified

- Member: NRBA; REObroker.com; NAR; AAR; SEVRAR; ARMLS; REOTrans & ResNet Certified; ePro; SRES; RECS; NAHREP; AREA; CDSP Candidate; Women in default Servicing
- Full Time agent/broker with 39+ years experience in Arizona Real Estate industry.
- Active Charter Member of Platinum REO Agents, a nationwide network of highly trained REO agents
- Founding Member of National Real Estate Mastermind Group including 8 Top REO Brokers across U.S.
- Top 25 Agent Ranking over the past 6 years, Realty Executives Worldwide
- Provides International Real Estate Coaching services for the top real estate coaching program in N. America
- Over 5000 successful transactions closed
- Over One Billion in Real Estate Sales, Featured agent in the book Billion Dollar Agent
- Commercial, Land, Residential Sales Experience
- International Investor Network
- International Referral Network, over 1500 agent network
- Team Leader to one of Arizona's Leading Real Estate Teams
- Exception marketing skills utilizing response marketing systems and high impact internet presence
- Member, Craig Proctor Platinum coaching, Star Power, Buffini coaching
- Awards: 1978-Major Achievement in Marketing Excellence; Craig Proctor Quantum Leap Award; Realty Executives R.Dale Rector, Chairman's, Pinnacle, Double Diamond, Diamond, Executive, 100%, Top Gun. Named to RizMedia's Top 5 in Real Estate.
- United States Air Force Veteran; Four years active duty, honorably discharged in 1972.

REO Services and Performance

- Guaranteed 24 Hour Occupancy Check, Effective Use of Cash For Keys and Re-Keying Property
- Professional Team of Licensed Assistants specifically trained on REO Properties
- Guaranteed 48 hour turnaround on drive by BPO's when requested
- Guaranteed 72 hour turnaround on interior BPO's from time of granted access when requested
- Complete Vendor list of licensed and bonded subcontractor/suppliers for property preservation & enhancements
- Continuous Monitoring of REO Portals and emails accounts
- Daily monitoring of showings (daily lockbox reports)
- The Cox Team Online Feedback System (records of feedback kept for review)
- Use of both contractor and MLS electronic Key Boxes on every home insuring security (combo codes not published on MLS which could fall into hands of unauthorized persons. Agents have access through MLS Lockbox. Have utilized this method for 34 years.
- Professional Transaction Management Team, Full Time Transaction and Listing Coordinator
- Team Capability geared to handle 400+ REO's Properties at any time.
- Professional customer service department, full time office management.
- Open lines of communication. Emails answered promptly, staff and team always available by phone, offers submitted timely, constant communication with all parties to the transaction.
- Property inspections completed on your scheduled intervals and documented.

Marketing Strategies

- Property Appearance on Television's Home Hunter TV Show
- Cox Team Yard Sign on custom white post with Website Information
- Top internet presence on AzCentral.com, Arizona's number 1 real estate website
- Special Financing Sign Rider (where applicable)
- Open House Everyday Sign Riders
- Pay per Click Internet Ads, Rotates between HomeGain and Google
- Bi-Monthly Reverse Prospect Match, over 500 active buyers in database at any time
- 24 Hour Talking Ads with Free Recorded Information Lines (Captures Caller Information)
- Real Estate Virtual Tour on all applicable properties
- The Cox Team Exclusive Trade Up Program (I'll buy the buyer's home)
- Appearance on all Cox Team Websites and hundreds of portals worldwide
- The Cox Team Exclusive Citywide Buyer's Agent Network
- Exclusive Website Listing Placement & Internet Banner Advertising Campaigns
- Websites with over 500,000 hits per month (a leader in the real estate industry)
- Approximately 400 different Private High Impact Website Domains Names
- Website Listings Translated into 12 or more different languages
- Executive Edge Stay in Contact Online Service (keeps in touch with prospective buyers)
- The Cox Team's Exclusive International Referral Network (extensive North America Coverage)
- Exclusive Buyer Lead Generation programs, produce hundreds of homebuyer leads monthly
- Buyer lead sharing with Mortgage representatives of REO Customer
- Monthly review of statistical trends with information from foremost real estate statistician in North America
- Continual upgrade of technology and training to better serve our clients