

# HEROES OF MEDICINE **REAL ESTATE REWARDS PROGRAM**

Your Rx for Everything Real Estate



**YOU MAKE A POSITIVE DIFFERENCE IN SO MANY LIVES**

We hope our **H.O.M. Program** will make a positive difference for you when it comes to your Real Estate needs

**PROVIDED BY STEVE WICKLAND**

Physician Relocation Specialist | Luxury Home Specialist | Top Producer | Licensed Builder



*As a medical professional, you make a positive difference in people's lives.  
It takes a special person to do what you do, and for that, we salute you.*

## **SO, WHAT IS THE HEROES OF MEDICINE PROGRAM ALL ABOUT?**

It's a way that you can save significant amounts of money, stress and time when it comes to purchasing and/or selling a property. And receive exceptional, full-service representation at the same time!

- 1** When you **BUY** a home with us as your Realtor, you'll receive a rebate that can be applied to your closing cost. Closing costs on a typical purchase can easily cost you thousands of dollars. With our **HOM Program**, the rebate would go towards these closing costs, minimizing the amount of cash you'd have to come up with to close.
- 2** When you **SELL** a home with us as your Realtor, instead of the normal Six Percent Commission you'd pay using another Realtor, the maximum commission you'd pay would only be **FOUR PERCENT** of the sales price. *And it could be even less!*

**Let's see what you'd save using a \$500,000 home sale as an example...**

By paying our **reduced 4% rate** as opposed to the customary 6% commission another Realtor® would charge, your savings would be \$10,000!

**SAVE \$10,000**  
on a \$500,000 home sale – **GUARANTEED!**

**\$10,000!**

**That's a GREAT Vacation!  
New Furniture! A Charitable Donation!  
A Luxury Car Lease! You Choose!**

*There are other money, time and stress saving benefits associated with my H.O.M. Program that you will absolutely love. For additional information please see our FAQ's pages.*

# FAQS

**Q** WHAT IS THE ACTUAL AMOUNT OF THE REBATE/CREDIT THAT I WILL RECEIVE?

**A** The amount of the credit/rebate you'll receive depends on the sales price of the home you purchase. The higher the sales price of the home -the larger your credit/rebate will be. The monetary amounts are between \$1000.00 to \$10,000.00.

**Q** WHO QUALIFIES FOR YOUR PROGRAM?

**A** Physicians and other medical professionals.\*Some restrictions apply.

**Q** WHAT OTHER BENEFITS DOES YOUR HOM PROGRAM OFFER?

**A** Besides the **Home Purchase Rebate at Closing** and the **Four Percent Preferred Commission Rate** on the sale of your home, I offer you access to my client care team (e.g., Builders, Remodelers, Various Tradespeople, Handyman Services, Auto Dealers, Cleansers, etc.) who also offer preferred rates and discounts to the medical professional. I also offer a **post-closing Communication program** that gives you unlimited access to me and my team for any real estate related questions or concerns that may arise after the sale. In other words, we are here for you anytime you need us!

**Q** WHAT IS YOUR EXPERIENCE WORKING WITH THE MEDICAL PROFESSIONAL?

**A** My team and I have been representing the physician buyer and seller since 2004. Also, we are the only real estate practice that specializes exclusively in representing the medical professional. And we have scores of very satisfied clients we've represented over the years. Be sure to check out our many reviews.

**Q** WHAT AREAS DO YOU WORK IN?

**A** We service all the Metro Detroit/Metro Ann Arbor areas. including Birmingham, Northville, Royal Oak, West Bloomfield, Ferndale, Rochester Hills, Brighton and more.

**Q** DO WE PAY YOU TO REPRESENT US?

**A** The great news is that my services are FREE to you when **purchasing** a home. The Seller pays all Realtor Commissions. The only charge to you from our office would be a **\$295 Documentation Retention Fee**. And that's only paid at closing.

If I'm representing you on the **selling of a home**, you would then just pay a **4% commission** (or less) on the sales price of your home. And remember, with my **Smarter Seller Program**, you're already saving **2% off** the standard **6% commission** the average agent will try to charge you. Plus, your total commission could be as low as just **1%** depending on how the buyer for your home is procured. Either way, it's a WIN-WIN for you.

## Q DOES YOUR H.O.M. PROGRAM APPLY TO NEW CONSTRUCTION?

A YES it does, providing I am registered as your designated REALTOR with the builder you're interested in purchasing from. And having a Realtor represent you costs you nothing. The Builder pays the agent's commission. The Builder has already budgeted the real estate agent's commission into their home prices. Keep in mind though, if you do decide not to have REALTOR representation, you won't save a dime off the price of the home. And the builder will be secretly thanking you for putting thousands of extra dollars in his pocket. One more very important thing to remember is that the builder's salesperson represents the builder—NOT you! They are legally obligated to get the best deal and terms for the builder—NOT you. So, going solo without a great agent representing you when buying new makes no sense at all. ***\*The rebate amount you'll receive from me will be calculated on the base price of the new home you purchase.***

## Q ARE THERE ANY SPECIAL FINANCING OPTIONS FOR ME?

A Yes. There are many **Specialized Loan Programs** for the medical professional. Several offer \*100% Financing Options which means you can purchase a home with no down payment. These programs also offer very attractive interest rates and less restrictive credit requirements. I can put you in touch with some of the best lenders in the business that work almost exclusively with the Medical Professional Buyer. \*Some restrictions apply.

## Q WHY SHOULD I HIRE YOU TO HELP ME WITH MY SALE/PURCHASE?

A Great question! And one you should most certainly ask of any real estate company you're considering hiring. Like any professional/firm that you may need the services of (e.g., Attorney, CPA, Accountant, Doctor, Financial Planner), you should vet them very carefully. Your home is most likely the largest asset you'll ever purchase or sell. And it goes without saying that you should be very selective with who you'll allow to handle such an important transaction. The wrong choice can cost you dearly—both financially and emotionally.

So, why hire us? Simply put: I feel without a shadow of any doubt, that I am your best solution for your real estate/relocation objectives. My team and I are fanatical with providing our clients with the best real estate representation available on the planet. Speaking of my team, they are some of the best professionals in the business – all working collectively to provide our customers the best buying/selling experience possible. Whether you need Title Insurance Services, Real Estate Attorney Services, Interior Designers, Home Inspectors, Home Builders or Contractors, we've got you covered. I want to take the stress out your purchase or sale—while saving you money and time.

Many of our past/current clients also enjoy the fact we're a **ONE STOP OPERATION**. We're the **ONE and ONLY RESOURCE** you'll ever need for anything related to the sale or purchase of your home—which in turn makes your life a lot less stressful, by not having to deal with multiple agencies and service providers. **One call literally takes care of it all!**

Yes, I truly believe my team and I are the best option out there at representing the physician customer. But, don't take my word on it. Review our testimonial page and/or scan the QR Code to the right for even more past client comments.



# TESTIMONIALS



Is it possible to leave 10 out of 5 stars?? I cannot express how wonderful it was to work with Steve throughout our search for a new home. My husband and I just moved back to Ann Arbor (from New York), and I think we're still in shock at just how incredible he was.

He was our eyes and ears on the ground when we couldn't be present in Michigan (including helping through the inspection process), he was our guide to navigating and understanding the bonkers Ann Arbor real estate environment, and he was a patient advisor as we figured out what was important to us.

As first-time home buyers relocating across the country (and buying into a crazy market), this should have been scary, but Steve made every step of the process so clear and every decision so easy. Having worked with several real estate agents over the years, none have been so honest and straightforward and thoughtful to work with.

To top it all off: he left supplies and treats awaiting us in our new home our cross-country trek. He even mowed our danged lawn for us before we moved in (well after close)!

Most importantly, we found the perfect home, bought it confidently, and are living here happily ever after.

— *Dr. Shirley Cohen Mekelburg*



We worked with Steve twice in the past 4 years, once to buy and once to sell. He was a pleasure to work with in both capacities. He was always well prepared, helpful, and friendly. I would absolutely recommend him to family and friends.

— *Dr. Kevin Walker*



Steve was awesome to work with during our search for our first home! We were so lucky to have him on our side. Steve is very responsive and frequently was able to schedule same day showings when we found a home that interested us. He was very professional and felt like he was really looking out for us. In addition, he was interested in getting to know us as people! Any future homeowner would be lucky to have Steve on their team!

— *Dr. Olivia Juntila*



Steve was absolutely amazing and we would highly recommend him to anyone looking to buy a house. We were first time home buyers and he was extremely patient and very helpful throughout the entire process. He helped us find our dream home and we could not be happier! He has continued to serve as an invaluable resource for all things home related even after we moved in. A great guy all around!

— *Dr. Monica Konerman*



Steve has my highest recommendation when friends and family are looking for a Realtor. He has been our Realtor for both buying and selling our home. Steve did a phenomenal job in both experiences, and we are so grateful to have had him on our side. Some of the qualities that we love about Steve are his honesty, knowledge of the market, quick responses to calls/texts, and his sincere interest in finding us our dream home for a great price! Not only was Steve helpful during the buying and selling process, but he has continued to be an invaluable resource for us as we enjoy our new home.

— *Dr. Ted Brown*



Worked with Steve mostly from afar to purchase a home in Ann Arbor suburbs. Was very happy with our transaction and with Steve-- he is particularly knowledgeable about local service providers / companies for the other myriad of things that moving and buying a new home ends up entailing, in addition to the basics of the purchase. Also knows many local lenders personally which definitely helped make things go faster for us. Overall, it went very smoothly and very quickly with Steve as our Realtor even though we were not physically present for much of the process and we could not be happier.

— *Dr. Mark Ziats*

# STEVE WICKLAND

## PAST CLIENTS/REFERENCES

Akbar Waljee, MD	Denis Weinberg, MD
Matthew McFarlane, MD	Gloria Wienberg, MD
Timothy Frankel, MD	Dana Telem, MD
Reena Parikh, MD	Sachin Parikh, MD
Robert O'Rourke, MD	Shanti Eswaran, MD
Shirley Cohen-Mekelburg, MD	Rakesh Latchamsetty, MD
Jose Rivera-Melendez, MD	Matther McFarlane, MD
Monica Konerman, MD	Richard Weinberg, MD
Olivia Juntilla, MD	James Morrissy, Ph.D
Matthew Konerman, MD	Jessica Mellinger, MD
Abbas Bitar, MD	Lauren Frankel, PA-C

*This is not a full list of past clients. Contact information will be provided upon request for these doctors.*

# BUYER/SELLER SAVINGS EXAMPLES



**BUYER SAVED \$12,400**



**BUYER SAVED \$25,100**



**BUYER SAVED \$35,100**



**BUYER SAVED \$90,000**



**BUYER SAVED \$15,400**



**BUYER SAVED \$12,500**



**BUYER SAVED \$24,900**



**BUYER SAVED \$19,900**



**BUYER SAVED \$22,400**



**SELLER SAVED \$16,200**



**SELLER SAVED \$19,600**



**SELLER SAVED \$10,500**



WICKLAND GROUP

— REAL ESTATE. ELEVATED. —



## ABOUT THE WICKLAND GROUP

With **4 decades of experience** in real estate sales/marketing and the new construction industry, I founded the Wickland Group in 2004. I saw a huge need (and opportunity) to better serve the unique requirements of the physician client, relocating into or out of the Metro Detroit/Ann Arbor areas.

Since its inception, Steve and the Wickland Group, have quickly become the most trusted and referred real estate practice in the Metro Detroit/Ann Arbor Medical Community. *(See our reviews)*

The Wickland Group is also the go-to real estate resource for many of the practice and office managers from all the major Metro Detroit/Ann Arbor hospitals, with their recruitment efforts of top physicians from around the globe.

## THE WICKLAND GROUP DIFFERENCE

My team and I offer our clients a **ONE STOP / FULL SERVICE** Real Estate Practice that virtually covers any real estate need that may arise. Unlike the average real estate agent who tries to be all things to all people (you know, the Jack of all trades, master of none), we give you the peace of mind by knowing that you have a dedicated team of professionals that specializes exclusively in serving you, the medical professional.

Having worked with numerous physician clients over the years, I've learned that when they're in the buying or selling process, they're mainly concerned about three things: **Saving time, Stress Elimination** and **100% trust that their agent is looking out for their best interests.**

Of course, **the financial component** (the dollars and cents) of the sale or purchase is very important to them for sure, but the intangibles mentioned above seem to be just as, if not more important, than the numbers of the deal.

Suffice it to say, my team and I are obsessed in meeting and exceeding our customers' expectations for all the above (and more) concerns when it comes to their real estate experience. Think of us as your **Personal Real Estate Concierge**...taking care of everything for you... **Before, During and After the Sale.**

Should you find yourself with a buying and/or selling need, it would be my pleasure and privilege to assist you anyway I can.

RE/MAX<sup>®</sup>



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THE WICKLAND GROUP, AS FEATURED ON:

