

My Clients Most Frequently Asked Questions:

Question #1: Where do you get your business from?

Answer: You! And by that I mean referrals. 98% of my business last year was referrals from friends, family, and clients connecting me to those they know needing real estate help. Although I work for a big company, I am an independent contractor and I've grown my business one good experience at a time.

Question #2: How do I refer you?

Answer: I often enthusiastically hear "I told a co-worker about you" but as I've learned, seldom will that person call. In my experience, that's because we have to make it super easy for them to get in touch. I've found the best way to ensure I work with them is to write an introduction e-mail or get permission for me to call them. I have worked with nearly 100% of people that have been introduced to me this way. I appreciate your support and the time it takes to refer!



We are grateful to be able to say that our business has grown through one of the toughest real estate markets in history.

It's a privilege to be able to continue doing the work we love; and while we can take partial credit for 25 years in the business, it's really our clients who deserve the thanks. It is because of their loyalty and referrals that we can continue walking people through one of the most important decisions of their lives.

We love what we do and look forward to having the chance to interview with people around you who are interested in making a real estate move. Read the flip-side to find out why referrals are so important and how you can make a successful one.

Thanks!
Terri & Bernadette

Feel free to connect with me through social media:



Terri Johnson



Terri Johnson

Here for all your Real Estate needs!

TERRI JOHNSON & BERNADETTE WHISMAN

KLEMM Real Estate

Both in the business over 25 years
Business Partners since 2010

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