



# Premier Marketing Group

## TSUTSUMI H. LAMBRECHT, PLLC

Mobile: 480.695.8807

Fax: 480.661.6026

Email: tsutsumilambrecht@earthlink.net

[www.Ancala.org](http://www.Ancala.org)

[www.RealtyExecutivesPMG.com](http://www.RealtyExecutivesPMG.com)

[www.realtyexecutives.com](http://www.realtyexecutives.com)

### Recognition and Awards

**Multi-Million Dollar Producer**

**Diamond Club Award**

**Bronze Solo Award**

### Certified Residential

#### Specialist CRS

Only 4 percent of all licensed Realtors® are Certified Residential Specialists.

### Accredited Buyer's

#### Representative ABR

The Accredited Buyer Representative (ABR) designation is the benchmark of excellence in buyer representation. .

### Certified Short Sale Specialist

#### CSSN

### Certified Negotiation Expert

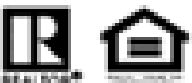
#### CNE



The Institute for Luxury Home Marketing:  
Million Dollar Guild Member



Certified Luxury Home Marketing Specialist CLHMS



**'Full-time Realtor®' Dedicated to "Giving Clients Exceptional Service"**

**Utilizing 38+ years of Combined Experience In the following areas:**

### Realtor® Background & Knowledge

- Started Real Estate Career in 1980 in Seattle, WA
- Extensive Knowledge of the Scottsdale, Paradise Valley & Greater Phoenix Marketplace
- Skilled in the Art of Negotiation with Diplomacy & Determination ie Results: **Certified Negotiation Expert (CNE)**
- The Very Best Representation As a Buyer's Agent
- Most Professional Marketing As a Seller's Agent
- **Certified Short Sale Negotiator (CSSN)**

### Construction Background

Extensive Experience As a Luxury (Million+ Dollar) Custom Home Builder in Scottsdale/PV Assists In:

- Finding Buyers the Right Lot/Land/Builder
- Selecting the Best Values in Upgrades When Purchasing a New Home or Remodeling Existing Homes
- Costs VS. Value of Updating An Existing Home For Purchasing or Resale
- Making Informed Decisions That Equate to Smart Investing
- 

### Interior Designer Experience

- Rearrangement Ideas in Preparing Home That Aid in Marketing by Maximizing Desirability
- True Costs to Decorate and Likely Return on Investment
- Costs Differences Between Structural and Cosmetic Upgrades

### Psychology Major with Experience As a Personal/ Career Counselor

- Listening to & Understanding Desires & Concerns
- Effectively Recognizing and Minimizing Stress
- Valued Sense of Humor and Enthusiasm
- Trust & Confidentiality That is Cherished & Protected

**"My Background Ensures That You and Anyone You Refer Will Benefit in Putting Their Trust in Me, Whether Buying or Selling, with Positive Results"**