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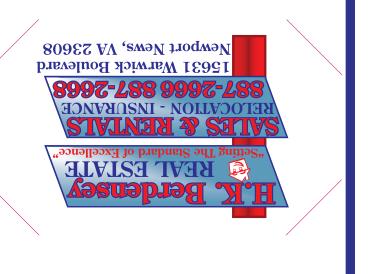


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Contact **Erin Williams** our Newport News Branch Manager for more information.

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H.K. BERDENSEY REAL ESTATE, LLC SERVICE CODE

- 1. The client/customer is not in a normal condition. He/She is in a state of requiring service and personal understanding.
- 2. The client/customer is not a routine concern. He/She requires evaluation of and help with their problem.
- 3. The client/customer is deserving of the most courteous and attentive service that we can give.
- 4. The client/customer has honored our business by choosing us to assist their needs.
- 5. The client/customer is not an interruption of our life and work. He/She is the purpose of it.
- 6. The client/customer is here because He/She needs to be helped, not necessarily because He/She wants to be.
- 7. The client/customer is not a cold statistic. He/She is a flesh and blood human being with emotions and feelings like our own.
- 8. The client/customer is not someone with whom we should argue or match wits.
- 9. The client/customer is deserving of professional service by personnel who keep abreast of the latest knowledge of modern real estate techniques.
- 10: The client/customer is the most important person within the scope of the mission.