

the promise of paradise



While flipping through the pages of *Homes of the Hamptons* I arrived in paradise. The beautiful architectures with one unique home after the other; the pristine landscapes sprawling over hills, in forests, and open fields; the views, oh ... the views were extraordinary, the bay, the

vineyards, the pools, and don't forget the ocean. But most of all, it's all about the location. It's a place where you live on vacation. It's a place like no other. It's a place of dreams. The Hamptons are paradise.

But how does a dream picture in *Homes of the Hamptons* become a reality? In one word: "service". Having the money is a necessary starting place, but all the money in the world remains useless without the right team to facilitate your dream. In fact, Robert Kiyosaki, author of "Rich Dad Poor Dad" has often expressed the importance of your team of experts in any business venture. The key is not to know everything, but instead to gather the right professionals, who can each facilitate their own area of expertise. Luckily, in a residential real estate transaction the list of requisite professionals is known and your task becomes easier. Yet, even with the right list of professionals, each professional must be the right person. What does that mean? Shouldn't the best professional be the best professional for you? Probably not. In fact, I often tell potential clients of my law firm that regardless if my firm comes highly recommended to them; the key is that we get along. We often say to clients, it's not the right lawyer, it's the right lawyer for you and that all comes down to personality. The same holds true for the other professionals in your team. But, before selecting your team, let's first lay out the comprehensive list of professionals that you will need in order to facilitate your residential real estate transaction: (1) Publication listings of homes to learn what you want to buy; (2) Real Estate Professional to help you find what you want and obtain the dream; (3) Attorney to protect your interests while you secure your dream and to facilitate finding each of the other professionals who are a good fit with you; (4) Appraiser to determine if your dream is fairly priced; (5) Mortgage Company / Bank to provide the requisite additional funds to purchase your dream; (6) Title Insurance Company to insure that you have purchased your dream and not the neighbor's house; (7) Home Inspection Company / Engineering Company to ascertain if what you see in your dream is what you get for your dream; (8) Pest Inspection Company to ensure that your wife won't veto your dream; (9) Land Surveying Company to define the perimeters of your dream; (10) Remediation Company

(mold, pest, fire, water, lead paint, etc.) to make your dream safe for habitation; (11) Homeowners insurance company to protect your dream from robbery, fire, suit or otherwise; and (12) General Contractor to improve your dream.

Now that we have laid out the professionals that you will need, the trick is to assemble them quickly before the process jumps to light speed. Remember, while you assemble your team, you need to express to each professional that they must work together in order to help you realize your dream. All too often in the cut throat world of Hamptons Realty, each professional tries to one-up the other and become the star. Don't let that happen. You will have the quickest, quietest, and most peaceful closing only if these professionals all work together. To accomplish this, you have two (2)

choices. The first option is to be the glue and micromanage the process. It is often said that to get a job done right you must do it yourself, but that may not hold true in Hamptons Realty. The second option is to trust in any one of these professionals (while I would suggest the Real Estate Professional or the Attorney) to act as your agent in assembling the team and managing them in your stay. This is the service option. In the world of paradise, don't cut corners, don't forget a professional, don't do something yourself unless you really know what you are doing, just pick the home that you want, find someone you trust, and prepare for your dream. Welcome to paradise.



Andrew at Senix Creek, the beautiful public dock in Center Moriches.



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