



JUDY MCCUTCHEIN WITH HER PRIDE AND JOY, WARBUCKS, A LICENSED THERAPY DOG AND STAR MODEL

The Professional Team With The Personal Touch

Specialization: Luxury homes

Designations, Affiliations, Awards:

Re/Max Lifetime Achievement; Hall of Fame; Platinum Club; CRS; ABR; E-Pro 500; DallasHomes.com named "Most Sophisticated Real Estate Web Site On The Internet" by the National Association of Realtors; National Trainer and Speaker on Team Building, Systems, Online Marketing, Virtual Assistants, Technology, and web site Development

Years in the Business: 21

Personal Interests: I enjoy traveling, and I have a strong love for animals. I have two Golden Retrievers, a Great Dane, two cats, and two parrots. Warbucks (pictured above) is a very special boy and enjoys his weekly trips to do therapy work with the elderly and children. You might recognize him from some Pet Smart commercials. Chester, the Great Dane, is also

quite a celebrity and is the featured "Spokesdog" on my web site.

Life Before Real Estate: I was a Chinese interpreter. I lived in the Far East for three years and didn't speak a word of English until I was back in the U.S. I was working for a man from Dallas and a company in Zurich and had to negotiate in Mandarin with the Chinese people every day. I think this has been an important asset in my career today because I learned a lot about negotiating, which is one of my strongest assets.

Secrets of My Success: A I believe we have an unparalleled team that offers our clients over-the-top service. I have a fire and passion for real estate which helps me keep on top of the game. I think Realtors who don't love the business just aren't very good at it. Also, the advent of the Internet has been of major importance to my business. My web site, dal-lashomes.com, has been up since 1994 and

generated more than \$17 million last year just from buyers and sellers who contacted me from the web site.

Tales From the Field: I am a hard worker and put in very long hours. When I need to rejuvenate, I enjoy traveling to exotic destinations. I feel a very strong responsibility to my clients, and I always travel with my laptop and whatever is necessary to stay in touch. On one occasion, I went on Safari in Africa and took a satellite phone with me so I could communicate with clients. My group went out by elephant-back very early the first morning, and soon after we departed our camp, my assistant called to tell me there was a contract on one of my seller's homes with a short deadline and that I needed to call them right away. The seller was quite happy that we were able to seal the deal even though I was on elephant-back.

Dream Client: Fun loving people! I love sophisticated buyers who know what they want and what they can afford. Even after 21 years in the business, I still love the joy of helping people find their new home.



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