

# BOWERS

REALTY & INVESTMENTS®



---



17277 W. Ten Mile Road  
Detroit, MI 48075

Office: (248) 557-1200

Fax: (248) 557-2060

E-mail: [dbowers1@ameritech.net](mailto:dbowers1@ameritech.net)

Website: [www.bowers-realty.com](http://www.bowers-realty.com)





## **Broker Profile**



**D. C. Bowers**  
Broker, CRB, GRI

### **Personal Profile**

The Detroit Metropolitan Area is my specialty. Bowers Realty & Investments has maintained residential brokerage presence for over 40 years. As President of Bowers Realty & Investments and the leader of our sales team, we offer full service to customers and clients seeking real estate solutions.

### **Specializations**

- Residential Brokerage Specialist with over \$100 million In personal sales
  - Relocation Specialist
- Licensed builder with new construction sales experience

### **Personal Designations**

- Certified Real Estate Brokerage Manager
- Certified Distressed Property Expert

### **Awards & Recognition**

- 2003 Michigan Assoc. of Realtors – Realtor of the Year

### **Other Awards & Recognition**

- Past President, Detroit Association of Realtors, for 3 Terms
  - Governor, Realcomp Regional MLS
  - Certified Residential Broker Designee
    - Delta Sigma Theta Sorority
- Member, Hartford Memorial Baptist Church

### **Hobbies**

- Traveling and Reading
  - Sports Events



If you've ever thought of being a Real Estate Sales Associate or if you are currently a "struggling agent," we have an exciting opportunity for you.

**Bowers Realty & Investments®** has been serving the Detroit Metropolitan Area since 1966.

**Bowers Realty & Investments®** sales associates are ethical, forward-thinking and results-oriented professionals who take a pro-active approach to real estate; therefore, agents can be sure they will have the best tools and training to accomplish any job.

**Bowers Realty & Investments®** customers/clients have total confidence that they are dealing with a real estate professional who is committed to providing the highest level of service and integrity.

Through working with a member of the **Bowers** family, customers benefit from a variety of programs, services and procedures created specifically to meet the demands and needs of people in the Detroit Metropolitan Area.

At **Bowers Realty & Investments®**, our number one client is "YOU," the individual sales associate who entrusts his or her career and future to our firm. With this thought in mind, we always strive to provide the best products, services and training available in the real estate industry.

Also, through an environment of teamwork and professional integrity, **Bowers Realty & Investments®** provides as much "one-on-one" personal management and assistance as may be needed to insure your success.

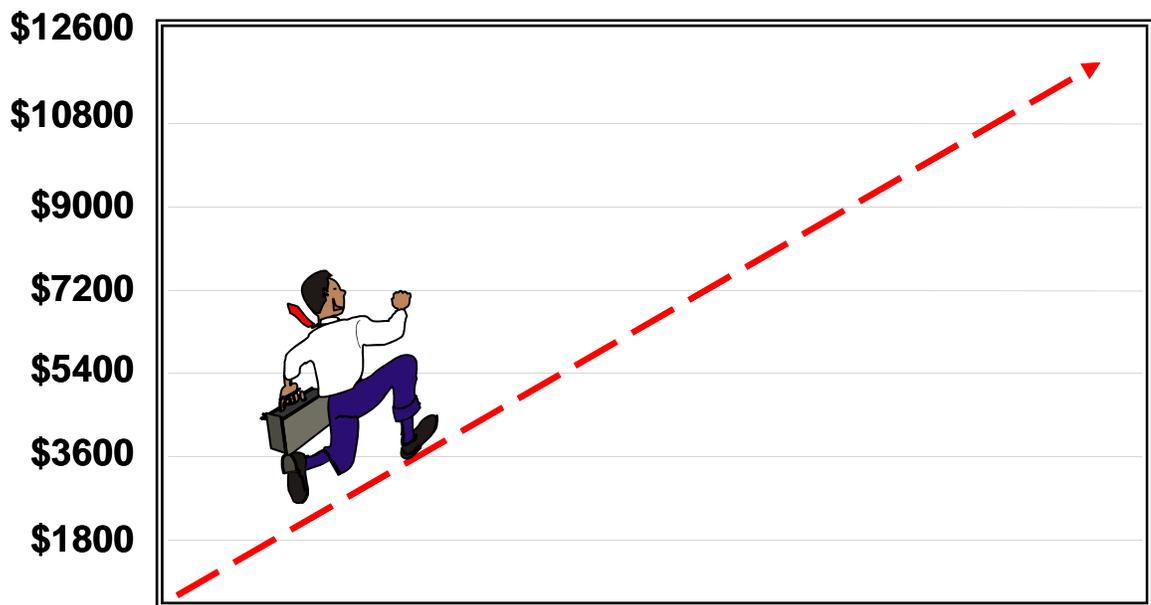
**Bowers Realty & Investments®**, by way of an effective delivery system, seeks to provide a multitude of real estate services to the public. These real estate services are of superior quality and are executed in the most efficient manner possible to the absolute satisfaction of its customers/ clients.

**Bowers Realty & Investments®** strives to recruit, train, and develop a sales force committed to promoting an image of high standards, professionalism, and achievement. Through a deliberate business plan, **Bowers Realty & Investments®** seeks to attain a substantive market share utilizing its unique delivery system.





## Earning Goals



**START UP!**

**Bowers Selling Skills**



## Training Venues

**Bowers Realty & Investments®** commits to the training and development of competent, dedicated sales personnel through:

- Weekly Training Sessions for New Recruits
- Weekly Broker/Associates Training Sessions
- Management Open-Door Policy – 24 Hour Access
- Scheduled Updates on Real Estate Laws, and Detroit Board of REALTORS® Policies, Procedures and Forms





## **Bowers Realty & Investments® Provides:**

### *Signs*

A real estate sign advertises or publicizes the sale of real estate.



### *Newspaper Ads*

An important marketing tool in promoting homes realty solutions for potential buyers and sellers.

### *Voluntary Floor Time*

“Floor Time” or “opportunity time” is described as a way for agents to secure leads, usually generated from an incoming telephone calls or “walk-in” inquiries by clients or customers.



### *Open Houses*

A marketing tool by which an agent opens a house to the public for viewing.





## Communications



*Free “State-of-the-Art”  
Communication System*

A “State-of-the-Art” communication system is “top priority” at **Bowers Realty & Investments**® at no cost to its agents. Our communication system allows callers to leave messages or have the system page and forward numbers to our agents. Agents may also receive voice or written messages.

Potential buyers and other agents can receive detailed voice and fax property information concerning agent’s listings anytime and anywhere.



## *Website*



[www.bowers-realty.com](http://www.bowers-realty.com)



## **Full-Time Non-Competing Broker**

- My Number One Job is Associate Support.
  - My Door is Always Open.
  - Research and Development.
- Real Estate Laws and Detroit Association of REALTORS® Policies, Procedures and Forms.
- My interests in personally selling houses is minimal; therefore, freeing up my time to answer your questions and give you the support you deserve is my number one priority.



## Affiliations

Bowers Realty & Investments® opens doors to real estate opportunities for you through its affiliations:



*National Association of Realtors*



*Detroit Association of Realtors*



*Michigan Association of Realtors*



*Realcomp MLS Systems*



## **Multiple Listing Services**



### **Realcomp's Mission:**

“To provide cost-effective, market-driven, menu-based multiple listing and real property information services and support in order to meet the needs of our REALTOR<sup>®</sup> participants and help them to be successful.”

### **Realcomp Profile:**

Realcomp's principal focus is to be the premier provider of Real Estate information and technology solutions to its subscribers. Through regular committees, focus groups and special task forces, Realcomp receives essential input and guidance from REALTORS<sup>®</sup>. Realcomp's ongoing goal is to provide superior products and services. Realcomp specializes in providing state-of-the-art technology solutions in order to help REALTORS<sup>®</sup> grow their business and allow them to remain competitive in the real estate industry. In providing REALTOR<sup>®</sup> with these solutions, Realcomp prides itself in offering proven and stable technology!

Realcomp II Ltd. is Michigan's largest REALTOR<sup>®</sup> -owned Multiple Listing Service (MLS) and provider of real property information. We've grown to serve over 10,500 valued REALTOR<sup>®</sup> brokers and agents, with over 1,400 offices in Southeastern Michigan. We're proud of our reputation as an MLS that is responsive to the evolving demands of real estate professionals. Realcomp's services are designed to help REALTORS<sup>®</sup> save time and to help them remain on the leading edge of the real estate industry.



## **National Association of REALTORS®**



### **Careers in Real Estate**

The real estate profession has expanded and offers one of the widest career selections in the business world today. Helping people buy and sell homes, office buildings, industrial property and corporation farmland, property management, land development, mortgage banking, urban planning, real estate counseling, appraisal and research are all aspects of a career in real estate.

### **Advantages and Rewards of a Career in Real Estate**

A career in real estate provides flexibility and freedom to set your own pace. Income directly reflects your efforts, with no limits on what astute, hard-working men and women can earn. Successful people in real estate are goal-oriented, persevering, self-motivated, ambitious and people-oriented. The rewards of a real estate career are a potential for high earnings, status in the community, autonomy, time freedom, helping people, the intellectual challenge and the satisfaction from those accomplishments.

### **Professional Requirements for a Career in Real Estate**

Entry into the real estate profession takes preparation. As with other professions, licensing is required. Licensing requirements vary across the nation, but all states require prospective salespeople and brokers to pass a written exam. Some states allow students to take pre-licensing educational courses accredited by the state licensing agency before they qualify to sit for the exam. In other states, students can take these educational courses within a specified time after being licensed.



# Pledge

---

Bowers Realty & Investments®  
Commits to the Training and  
Development of Competent,  
Dedicated Sales Personnel