

# BUYING WITH

Talk To *Dani*  
Robinson  
REALTOR®/BROKER/SRES



F.C. Tucker Company

*Gratefully serving all YOUR real estate needs.*

100 Lakeview Drive | Noblesville IN 46060 | 317.407.6969  
dani.robinson@talktotucker.com | talktotucker.com/dani.robinson



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## Full-Service Excellence

Going beyond your expectations before, during and after the transaction to deliver an extraordinary experience.



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*Let's Talk™*



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## My Promise

It is my business to work with you to find the perfect home. When you choose me as your REALTOR®, I promise the following:

- To communicate with you as much as needed.
- To communicate with you as you prefer: Phone call, email or text.
- To utilize the best tools available to find your new home.
- To work with selling agents in a friendly manner to create the best negotiation, getting you the best possible deal.
- To be a source of information for you.
- To always look out for your best interests as my client.
- To always be fair and honest with you.
- It is my pleasure to work for you and it would be my honor to represent you in the purchase of your new home.



Scan here to  
view Dani's  
current listings.



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# As Your Buyer's Agent,

here are some of the most important tasks I'll handle for you.

Scout and recommend suitable properties.

Connect you with a lender.

Coordinate home showings.

Negotiate the **BEST DEAL.**

Arrange property inspection, etc.

Provide complete transaction management.

Keep you informed every step of the way.

## Some of my other tasks...

- ✓ Demonstrate to sellers you are serious.
- ✓ Provide overview of the local housing market.
- ✓ Be a "go to" local area expert.
- ✓ Recommend other trusted professionals such as title, insurance, home inspectors, etc.
- ✓ Advise you of required property disclosures including, but not limited to:
  - Rights of way
  - If home is in a flood zone
  - Past termite damage
  - Presence of lead paint or asbestos.
- ✓ Make you aware of potential community or environmental factors such as noise levels or wildfire that could impact property value.
- ✓ After home tours, review pros and cons and offer impartial feedback.
- ✓ Prepare a clear, well-written offer.
- ✓ Help you with the loan application process.
- ✓ Deposit earnest money.
- ✓ Keep you on track to ensure deadlines are met.
- ✓ Identify problems and offer solutions at every stage.
- ✓ Stay in touch with listing agent to ensure everything is on schedule.
- ✓ Attend final walk-through day before closing.
- ✓ Monitor closing and once it's complete, meet with you to hand over keys.
- ✓ Continue to stay in touch after sale. I consider you a client for life and my after-sale program is all about providing value.
- ✓ ...and many more!



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## Before we start looking at homes, I will...

- Answer any questions you may have in the process of buying a home.
- Discuss and explain the BLC® system.
- Discuss architectural style, location, schools and special features that you desire.
- Explain all the various financing options and offer an appointment with a mortgage representative to pre-qualify and determine your mortgage amount and closing costs.



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# Home Buying 101



1

Work With a  
**BUYER'S  
AGENT.**

2

**Figure Out the Money**  
Calculate income,  
expenses, credit, etc.  
to determine budget.

3

**Pre-Approval**  
Get pre-approved  
so you know what  
you can and cannot  
afford.

4

**Start House Hunting**  
Begin viewing homes  
that meet your criteria  
and budget.

5

**Make an Offer**  
Work with agent  
to create an offer—  
include contingencies  
and terms.

6

**Home Inspection**  
Hire a professional to  
inspect the house for  
any issues.

7

**Home Appraisal**  
Get a professional  
estimate of the  
home's value.

8

**Closing Day**  
Sign paperwork, close  
the deal and receive  
your keys!



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# The Pre-Approval Process



Congratulations!  
You've Been  
**PRE-APPROVED**

1

I will connect you with a trusted lender to guide you through the pre-approval process.

2

Once you know how much you can borrow, I will refine your home search accordingly.

3

Pre-approval increases the chances that a seller will accept your offer, since it shows you are serious about buying.

## MORTGAGE APPROVAL CHECKLIST:

- Identification
- Complete Tax Returns
- Credit Report
- Bank Statements
- Pay Stubs
- List of Monthly Debts
- Investment Account Statements
- Rental History and References



Get pre-approved for a mortgage before the home search.



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## My Preferred Lenders



Mortgage Services

**Ghada Baterseh**  
Loan Originator  
NMLS # 1967174  
317.701.0701

[ghada@howardhanna.com](mailto:ghada@howardhanna.com)



**Christ Sanders**  
Sales Manager  
NMLS #1215709  
317.345.0889

[csanders@guildmortgage.net](mailto:csanders@guildmortgage.net)



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# Finding Your Dream Home

What are your **needs**, **wants**, and **nice-to-have** features for the home and location you are looking for?

## MY WISH LIST



### Home

- Home size
- Bedrooms
- Bathrooms
- Garage
- Yard
- Maintenance



### Location

- Schools
- Walkability
- Close to family
- Commute
- Parks
- Shopping

Think about your future in the home. Is this a starter home or an upgrade? How long do you see yourself living in this home?

## HOME SEARCH

I'll search the MLS for homes that fit your description. You can send me listings as well. I'll arrange showings for the homes you want to see.

## VIEWINGS

After viewing homes, we will go over what worked (and what didn't) with each home and decide the next steps.



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BUY SELL LUXURY GET FINANCED FIND AN AGENT BLOG MORE ▼ CALL 317-954-4768 | SIGN IN OR JOIN

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Buy Rent Sell Agents

Address, Neighborhood, Area, ZIP, School, or MLS# ⚙️ Advanced SEARCH

TODAY'S MARKET

Questions about Mortgage Rates? Let [Tucker Mortgage](#) help.

**262**  
NEW LISTINGS  
(TODAY)

**152**  
OPEN HOUSES  
(NEXT 7 DAYS)

**762**  
HOMES SOLD  
(LAST 7 DAYS)

**8**  
PRICE REDUCTIONS  
(TODAY)

**3 MINS AGO**  
LISTINGS  
(LAST UPDATE)

## talktotucker.com

Every home listed in Central Indiana.

- Most accurate data available
- See homes the minute they come on the market
- Custom neighborhood searches with thousands of photos available no where else
- Easy access to open houses, new listings and home vendors



Scan this code to set up *YOUR* search on TalkToTucker.com



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## New Home Search

**We match more buyers with builders than any other company in Indiana.**

Here are some of the services I will provide for you.

- I will assist you in selecting the lot, neighborhood and floor plan. These are three very important decisions that will help enhance your investment.
- I will assist you in evaluating the items that will help increase the resale value versus items that will not add value.
- I will explain the builder's warranty and builders obligation under Indiana law.
- I will help you to secure the most competitive financing available for new construction.

If you visit with a builder, always let them know you are working with me. It allows them to register you as my client so I can look out for your best interests.

## FSBO – For Sale By Owner

As you are searching for your new home you may come across a For Sale by Owner.

Just snap a photo of the sign and text me the address.

I will contact the owner and help you with the sale.

It is my goal to protect your interest in any situation





# Clear and Open Communication

During your home search, I'll be there to guide you every step of the way.

**I'll call regularly** to keep you updated on your home search.

**We'll meet periodically** to review market conditions and adjust our buying strategy as needed to get you into your dream home.

**Transparency is key.** I'll keep communication lines open to ensure you are comfortable and confident with every part of the transaction.



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# Negotiating and Structuring **the Sale**



## MY PROMISE TO YOU:



**Advise you on the appropriate price** to offer and present it to the seller's agent.



**Thoroughly review contracts** to look for any red flags.



**Negotiate the strongest terms** to create a solid transaction that will close on time without any surprises.



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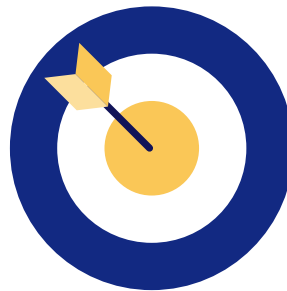


# Complete Transaction Management

Once your offer is accepted,  
I'll smoothly navigate you through the process.



**Count on me** to manage all the details of your real estate transaction on a daily basis.



**I'll make sure your home closes in a timely fashion** and with as little stress as possible.



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# The New Rules of Real Estate For Buyers

1

**I'll work on all the details with the listing agent** to negotiate the best price and terms of the sale for you.

2

**We'll have a written agreement** that outlines the services and value I provide prior to touring homes.

3

**Compensation can no longer be listed on the MLS, on a state-by-state basis**, but can be (as has always been the case) negotiated in other ways, including concessions.



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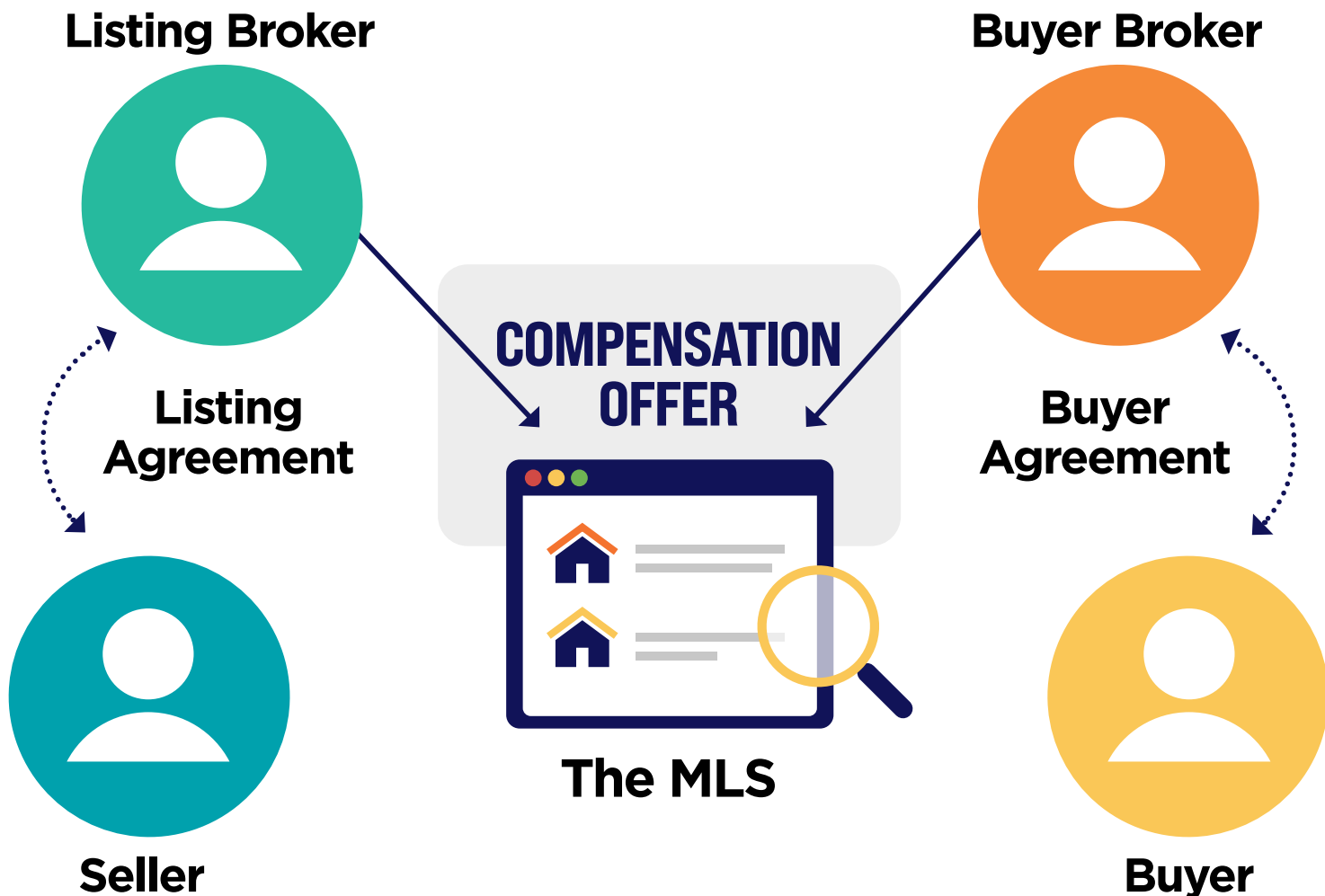
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# Historical Real Estate Offers of Compensation (Previously)



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# Post-Settlement Real Estate Offers of Compensation



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# Leveraging My Expertise

**My business is built on referrals.** My goal is to serve you in such a way that you will be delighted enough to refer your friends and family for years to come.



★★★



★★★★★



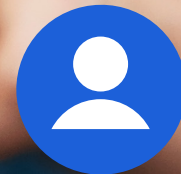
★★★★★

## Connecting you to others

Not only am I an expert in our local market, I'm also part of a network of top agents — expanding our access to more properties in the U.S. and Canada.



★★★★★



★★★★★

## Network of local pros

I have relationships with the best local service providers to get you the plumber, painter, etc. you need — **not just during the transaction, but after as well.**



### My Experience/Expertise:

- I'll negotiate the best deal for you.
- I'm trained by the top business coaching company in North America.
- I have a fiduciary duty of care to you and will be your advocate during the transaction.



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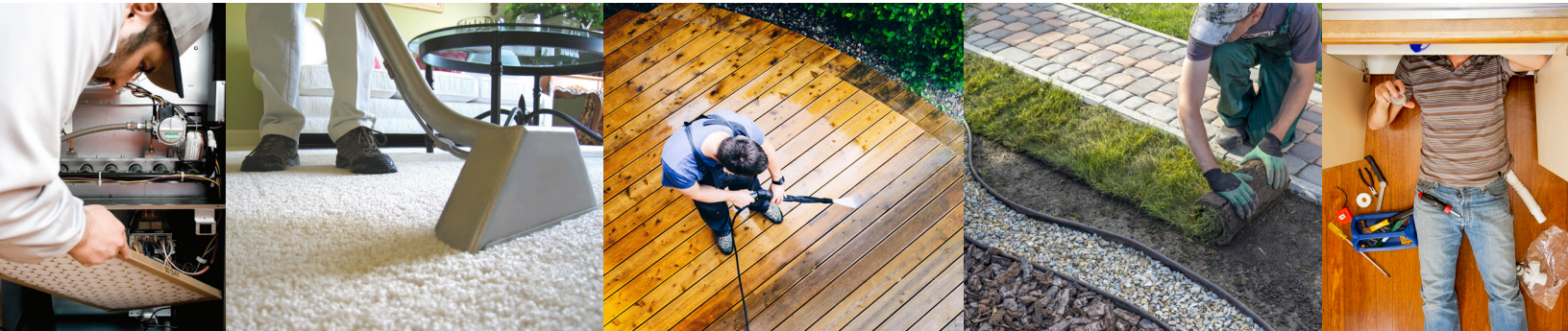
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## When buying or selling a home, no one can serve you better than F.C. Tucker's Home Services Network

Your dedicated Personal Service Coordinator will work with you to provide the information and services you need before, during and after your move! Through F.C. Tucker's Home Services you will receive savings and a higher level of service for a variety of requests including:

### Phone/ Internet/ TV Services

- Roofing & Siding
- Moving Companies
- Security System
- General Contractor
- Lawn Care/ Landscaping
- Painters
- Heating & Cooling
- Carpet Cleaners

### Flooring

- Plumbing
- Carpentry
- Windows & Doors
- Electrician
- Remodeling
- Window Treatments
- Utility Transfers
- Over 200 Additional Services



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## Services limited to the following areas. With F.C. Tucker Relocation You Get...

### The Local Market Leader

We have been the #1 Real Estate company in Indiana for more than 30 years and serving families since 1918

### Worldwide Exposure

We are members of the Leading Real Estate Companies of the World...the #1 Global Referral Network, with properties for buyers from 6 continents.

### Connections to Corporate Relocations

We have a full-service relocation department

- Strong relationships with major area corporations
- Dedicated corporate services manager
- Preferred / approved with over 150 third party relocation companies
- Connected to who's moving in and out of the area

### Great Exposure For Luxury Home Sales

We're the exclusive local broker for Luxury Portfolio...the #1 Luxury Home website

- Offered for homes listed at \$799,900 and up
- Special distinguished signage and marketing for luxury homes
- Exposure on LuxuryPortfolio.com, an award-winning global luxury home website

*Leading*  
REAL ESTATE  
COMPANIES  
OF THE WORLD

I'M LOCAL  
I'M GLOBAL®



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## Testimonials

### *Sold a Single Family home in Fishers*

Earlier this year, Dani guided us through the process of selling our home and finding a new one that would better accommodate our family. Dani was always so patient with us and the endless questions we asked. She was very attentive to our needs and responded very quickly when we requested to see a new listing. We would not hesitate to recommend her to friends or family looking to buy/sell their home.

– **Aaron & Jen**

### *Sold a home in Allisonville, Indianapolis*

Both myself & husband were very pleased. She is professional, knowledgeable and prepared upon your first meeting with her. Did a great job in selling our home.

Would highly recommend her.

– **Larry & Lori**

### *Sold a Single Family home in Noblesville*

Dani works hard for her clients and was able to get the right result for us. She is diligent, respectful and organized. I would highly recommend Dani to family and friends.

– **Ben & Audrey**

### *Sold a Single Family home in Fishers*

Dani was instrumental in the sale of our previous home and the purchase of our new home.

She helped us with staging suggestions, held multiple open houses, and even went the extra mile offering to help us with our pets for the occasional last minute showing. We had an agreed upon offer and closing date set within 2 months of listing with her allowing us to close on both houses the same day! She is very professional and a delight to work with.

– **Mark & Carolyn**

Dani is the best REALTOR® my wife and I have ever worked with. She answers all of our inquiries promptly and if she doesn't know the answer right away, she digs-in and finds it out. She definitely puts her clients first.

– **Rick & Roxanne**



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# Service After the Sale

My business is built on relationships, so I aim to provide you with outstanding service and care before, during and after the sale! Even after your closing, I'll be there to assist you with all your real estate needs.



Consider me your **source of referrals** for all types of businesses, whether related to a real estate transaction or not. I've partnered with competent professionals who would be **happy to serve you**.



You'll receive **valuable information** from me in the mail or via email on a monthly basis to keep you **educated and informed**.



**CFSP**

Certified  
Full-Service  
Professional™



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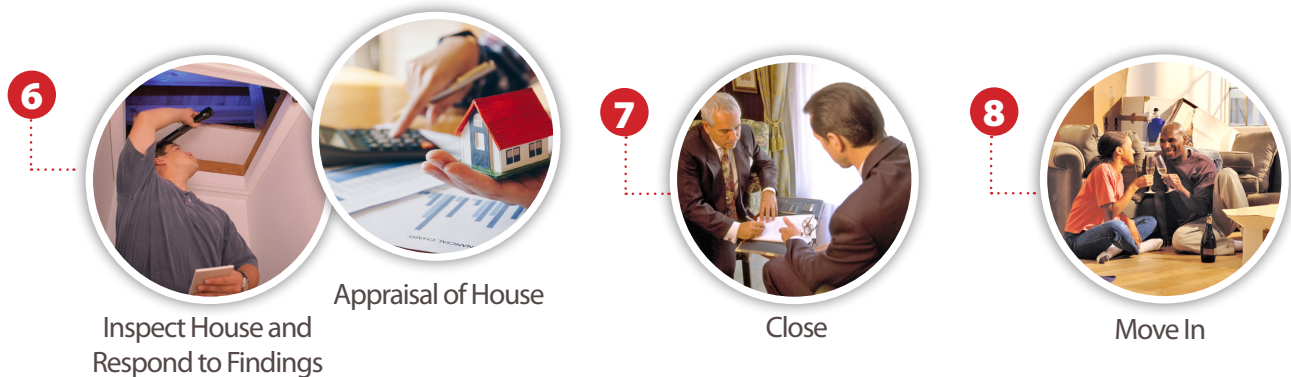
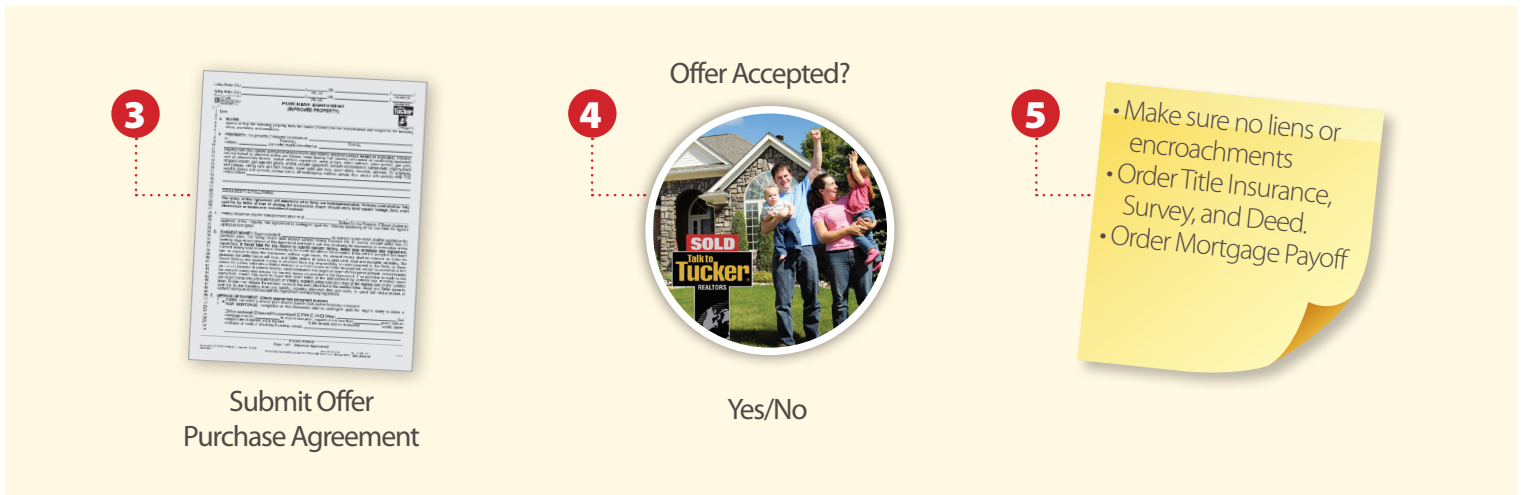
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## The Buying Process

Step-by-step process to buying a home



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## Who is Dani?

<b>Experience</b>	<b>Advertising Salesperson</b> Work with various media outlets: direct mail, TV, radio, event planning, website development, e-mail. Negotiate, sell and design ad space and campaigns	<b>Director of Marketing</b> Oversee marketing efforts, develop and execute marketing plans
<b>Awards</b>	<b>2017-2020, 2022, 2024</b> F.C. Tucker Leading Sales Producer <b>2016-2019, 2021-2024</b> F.C. Tucker Top Ten <b>2014-2024</b> F.C. Tucker Executive Club <b>2017-2024</b> F.C. Tucker Platinum Producer <b>2014</b> F.C. Tucker Rising Star Volume and Transactions <b>2013, 2017</b> Marketing Specialist <b>2022, 2024</b> Associate of the Year	
<b>Business and Education</b>	<ul style="list-style-type: none"><li>• Licensed Real Estate Sales Agent specializing in selling and marketing of new and existing residential real estate.</li><li>• Tucker School of Real Estate</li><li>• Purdue University, West Lafayette, IN – Bachelor of Arts, Major: Communication, Minor: Sales and Marketing</li></ul>	
<b>Professional Affiliations</b>	National Association of REALTORS® Indiana Association of REALTORS® Metropolitan Indianapolis Board of REALTORS® REALTOR® Association of Central Indiana, IRMLS	
<b>Designations</b>	<b>SRES</b> — Seniors Real Estate Specialists® designees are REALTORS® qualified to address the needs of home buyers and sellers age 50+.	
<b>Community Service</b>	<ul style="list-style-type: none"><li>• Hamilton Southeastern Schools (2011-2015) Mudsock VIP Event,</li><li>• Co-Chairperson; Grants and Scholarship Committee</li><li>• Hamilton County Master Gardener Program (2011-Current)</li><li>• Hamilton County 4-H Council</li><li>• Hamilton County 4-H Program (1988-Current)</li><li>• Indianapolis Air Show (2000-2010) Marketing Assistant, Venue and Event Staff Liaison</li></ul>	
<b>Personal</b>	A lifelong resident of Hamilton County, I love where I live. My husband, Pat and I chose to raise our family here and we were not disappointed. We spend our free time riding our motorcycle, snowmobiling, hanging out at home with friends and family. We especially love spending time with our kids, their spouses and our grandchildren. Pat owns and operates an aircraft sales business and aircraft maintenance facility. Our daughter, Alex is an attorney at an Indianapolis Law Firm, Her husband, Corey is the Priest at their Anglican Catholic Church. They have a beautiful daughter, Agnes! Our son, Patrick works with Pat in the aircraft sales business. His wife, Dani is the best domestic engineer around. They have three wonderful children, Hadley, Lainey and Patrick. We are very blessed and grateful everyday.	



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