

# A Little About Scott Hoffman

919-877-8921  
OFFICE

919-882-9080  
FAX

COLDWELL BANKER HOWARD PERRY & WALSTON  
5000 FALLS OF NEUSE ROAD  
SUITE 100  
RALEIGH, NC 27609  
WWW.THESCOTTHOFFMANTEAM.COM

## It's About Service

### "His patience was first class"

"If you're buying or selling, Scott Hoffman is a fine real estate person. His patience with the search for our new home was first class. He found what we were looking for and really helped with the negotiations and the needed follow up support on the purchase of our new home. We have and will recommend Scott Hoffman to others."

*Bill and Elaine, Raleigh, NC*

#### Inside this issue:

<i>Education &amp; Work Experience</i>	2
<i>Professional Affiliations</i>	2
<i>Professional Designations &amp; Certifications</i>	2
<i>Courses, Seminars, &amp; Interests</i>	3
<i>Awards</i>	3
<i>Interests &amp; Activities</i>	3
<i>References</i>	6

To be the best in real estate or in any other endeavor you must give 100%, have a genuine interest in people & their best interests, & believe that hard work and integrity go hand in hand. Scott Hoffman believes in these philosophies & has years of real estate experience. He has carefully created a team concept in his real estate business to help you quickly & effectively get the home that is perfect for you or sell your home for the highest price in the shortest amount of time.

There is nothing average about Scott Hoffman. Coming straight out of Appalachian State University with a degree in Business Administration with a double major in Real Estate & Urban Analysis as well as Risk Management & Insurance, he went almost straight into real estate with Howard Perry & Walston. After attending a thorough training program sponsored by Howard Perry & Walston, he started his career in the real estate business. Experiencing immediate success he went on to become a Bronze Listing and Sales Associate, a participant in Howard Perry & Walston's Flight to Success Program, a recipient of the Morale Award of the Year, & numerous other activities and honors.

In 1997, Scott had the opportunity to join *Better Homes & Gardens*® #1 agent Phyllis Wolborsky as an independent agent for her firm. While working for her company he was able to further develop as an agent and served as an intricate member of her team.

In 1998, Scott received his brokers license & became involved with Howard Brinton's Star Power Club attending his annual real estate training conferences around the nation. These conferences have provided Scott with many innovative resources to aid his customers in making their most important real estate decisions.

Combined with the knowledge & experience he pos-

esses he has dedicated himself to helping all of his customers meet their real estate goals. When you work with Scott Hoffman you get

experience, team work, dedication, honesty, personalized one-stop service, the latest in technology & much more.

Finding the perfect home is a team effort & he will work 24 hours a day to help his clients accomplish their real estate goals.

Superior service and customer satisfaction is the name of the game.

In 2000 Scott helped over 70 families with their real estate goals & sold over 10 million dollars in real estate so you can rest assured you are in good hands.

In 2001 Howard Perry & Walston joined forces with Coldwell Banker in order to offer more services to their buyers & sellers.

Scott's average personal production exceeds 14 million each year.

The combined partnership with Coldwell Banker, Howard Perry & Walston, and his team remains a winning combination.

Put Scott Hoffman and his team to work for you and let them become...

Your REALTORS for Life!



## Education & Work Experience



### Education

June 1990, Hunter Huss High School, Gastonia, NC  
May 1995, B.S., Business Administration, Appalachian State University, Boone, NC

Double majored in Real Estate and Urban Analysis and Risk Management and Insurance.

### Work Experience

January 1995 to May 1996, New Business Development  
Penn Corp Financial Group, Raleigh, NC

Provided support services to insurance sales force in the acquisition of new business.

May 1996 to May 1997, Sales Professional

Howard Perry & Walston Better Homes & Gardens, Raleigh, NC

Provided general brokerage services to consumers by aiding them in accomplishing their real estate objectives while building

a successful real estate practice.

May 1997 to July 2001, Sales Professional

Howard Perry & Walston Phyllis Wolborsky Better Homes and Gardens, Raleigh, NC

Provided general brokerage services to consumers by aiding them in accomplishing their real estate objectives while building a successful real estate practice.

July 2001 to present, Sales Professional

Coldwell Banker Howard Perry & Walston, Raleigh, NC

Provided general brokerage services to consumers by aiding them in accomplishing their real estate objectives while building a successful real estate practice.

**"I would recommend Scott to everyone!!!"**

"I would like to tell anyone who is looking to buy or sell a home if you are looking for a realtor that has your best interest in mind then you need to call Scott Hoffman. My husband and I bought a home from Scott, last August. Scott was very caring, very knowledgeable. I would recommend Scott to everyone!!!"

*Lisa, Wake Forest, NC*

**"We highly recommend him."**

"Working with The Hoffman team was awesome. Moving from another state my family required someone knowledgeable and trustworthy. Scott knew the Area as if he was with the city council. Not only did Scott help us find our home, but he had an excellent referral system which aided us in other areas of our move. Scott's professionalism and follow through made our buying experience a pleasure. We highly recommend him."

*Roy and Vivian, Raleigh, NC*

## Professional Affiliations

Corporate Real Estate Services Agent Relocation Council

Home Agent Network

Home Builders Association

National Association of Realtors

North Carolina Association of Realtors

Raleigh Regional Association of Realtors

Real Estate Buyer's Agent Council

Star Power Organization

Triangle Sales and Marketing Council

## Professional Designations & Certifications

Accredited Buyer Representative

E-Pro Certified

Cendant Mobility Affinity Specialist 2005,2006,2007

Cendant Mobility Inventory Specialist  
2003,2004,2005,2006,2007

Cendant Mobility Marketing Specialist  
2003,2004,2005,2006,2007

Cendant Mobility Referral Specialist  
2005,2006,2007

North Carolina Real Estate Brokers License

USAA Movers Advantage Certification  
2002,2003,2004,2005,2006,2007



## Courses, Seminars & Interests

### Courses & Seminars

ABR Certification Course

Annual Continuing Education

Better Homes and Gardens International Business Convention, Las Vegas

Cendant Mobility Inventory Specialist Certification Course

Cendant Mobility Marketing Specialist Certification Course

Cendant Mobility Referral Specialist Certification Course

Coldwell Banker International Business Convention, San Antonio, TX

e-Pro Certification Course

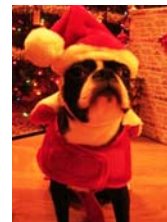
Howard Brinton's Star Power Convention, New Orleans, LA

Howard Brinton's Star Power Convention, San Francisco, CA

Howard Perry & Walston's Flight To Success, Raleigh, NC

Unleash The Power Within-Anthony Robbins-Secaucus, NJ

USAA Mover Advantage Certification Course



Reagan (above) & Rush (below)

### Interests and Activities

Jet Skiing, horror movies and spending time with my two Boston Terriers-Reagan- 2yrs & Rush-5 months



## Awards

**Coldwell Banker Chairman's Circle 2002**

**Coldwell Banker International President's Circle**

2003,2004,2005,2006,2007

**Coldwell Banker Medallion Club 2001**

**Howard Perry & Walston Associate of the Year 2005**

**Howard Perry & Walston Mortgage Volume Leader of the Year 2007**

**Howard Perry & Walston Relocation Referral Associate of the Year 2007**

**Howard Perry & Walston Pinnacle Club**

2006,2007,2008

**Howard Perry & Walston Sales Associate of the Year Silver 2002**

**Howard Perry & Walston Sales Associate of the Year Gold 2001,2003, 2004,2005**

**Howard Perry & Walston Volume Leader of the Year 2005**

**Kennel Club 2001,2002,2003,2004,2005,2006,2007**

**Listing Associate of the Month Silver March 2003**

**Listing Associate of the Month Gold**

June 2002, July 2002, January 2005, August 2005, October 2005, December 2005

**Listing Associate of the Month Bronze June 2006**

**Listing Associate of the Year Bronze 2002**

**Listing Associate of the Year Silver 2006**

**Listing Associate of the Year Gold 2005**

**Listing Sold Associate of the Month Bronze March 2003**

**Listing Sold Associate of the Year Bronze 2001**

**Listing Sold Associate of the Year Silver 2005**

**Listing Under Contract Associate of the Month**

**Bronze** July 2001, April 2004, July 2004, January 2005, May 2005

**Listings Under Contract Associate of the Month**

**Silver** February 2005, May 2006

**Listings Under Contract Associate of the Month**

**Gold** August 2005, March 2006

**Market Title Associate of the Year 2006**

**Moral Award of the Year Six Forks Office 1997**

**QSC Platinum Award 2007**

**Sales Associate of the Month Bronze**

August 2002, March 2005, October 2005

**Sales Associate of the Month Silver**

November 2001, March 2002, December 2002, September 2003, January 2004, May 2006

**Sales Associate of the Month Gold**

January 2002, March 2003, April 2004, July 2004, November 2004, December 2004, May 2005, July 2005, August 2005, June 2006

**Website of the Month Best Personal Profile Page**

**HPW June 2002**

**Website of the Month Best Profile Page Coldwell Banker March 2002**

5000 Falls of Neuse Road  
Suite 100  
Raleigh, NC 27609  
Phone: 919-877-8921  
Fax: 919-882-9080  
E-mail: [scott@scotthoffman.com](mailto:scott@scotthoffman.com)  
[www.TheScottHoffmanTeam.com](http://www.TheScottHoffmanTeam.com)



## References

*Scott understands how important it is that you be totally comfortable in your decision to select our services so we have put together the following list of clients that you are free to call and ask about our services.*

*Brad and Jamie Weathersby  
8713 Paddle Wheel Drive  
Raleigh, NC 27615  
919-801-1876*

*Tony and Gail Summerlin  
3810-102 Lunceston Way  
Raleigh, NC 27613  
919-389-5703*

*Lisa Shultz  
813 Federal House Drive  
Wake Forest, NC 27587  
919-554-0994*

*Gladys Jones  
Little River, SC  
843-280-5375*

## What Scott's Clients Are Saying

### **"Selling our home on in less than 30 days"**

"When we were referred to you in July of this year facing a last minute job relocation you just picked up and handled every detail along the way and got me on the way to reuniting my family by selling our home on in less than 30 days."

*Laura, Raleigh, NC*

### **"Scott cares for each and every client"**

"In connection with the above referenced individual, please allow this letter to serve as my strongest recommendation of Mr. Hoffman as an individual and as a professional Real Estate Broker. Scott cares for each and every client. He personally helped me in purchasing my new home, and also when I got ready to sell Scott listed and sold my home. In conclusion, Mr. Hoffman is a top-notch professional and person. Please feel free to contact me with any questions you may have concerning the same."

*Gladys, Raleigh, NC*

### **"Our relationship didn't end after we bought"**

"My family was looking for a new home 4 years ago and we were fortunate to have Scott for our real estate agent. Scott is very knowledgeable about this business as well as flexible. We are busy people just like everyone else, knowing this Scott used email to communicate with us providing house listings. This definitely saved a lot of time and money! He was able to get us into a house which wasn't ready for the market. His connections within this business got us what we wanted. We did purchase this house, and Scott assisted us with every detail and provided reputable businesses to perform the work we needed. Our relationship with Scott didn't end after we bought our house. Scott continues his service by regularly sending emails and newsletters providing helpful tips and reminders for our home. It's nice to know you have a resource when you need it!"

*Whitney, Raleigh, NC*

### **"We highly recommend The Scott Hoffman Team"**

"In all our years dealing with real estate companies/agents, no one has even come close to the professionalism and caring of The Scott Hoffman Team. Not only is Scott Hoffman well ahead of the curve using today's internet technology to assist in the sale, he is also very personally involved and makes his clients feel they are the only client he has. His recommendations to his clients during the sales process on the property are made as if he owned the property; he is not only interested in making the sale or purchase but wants his clients to make the best decision based on their own personal situation. We highly recommend The Scott Hoffman Team to anyone who needs real estate agent's services. We would be more than happy to be contacted and talk with any client personally on the wonderful service we have received from The Scott Hoffman Team."

*Tony & Gail, Raleigh, NC*