

# FRANK COTRUPI

ASSOCIATE BROKER

## Education

- B.S. Degree in Business Administration, San Diego State University
- AA Degree in Business Administration, University of Maryland, Munich, Germany

## Sales Volume

- I average approximately \$1,000,000 in sales every month (one home at a time)

## Personal Philosophy

As a real estate professional, I view myself as a facilitator or as a dispenser of information. We live in an information age. The more information I can give to a prospective buyer, the better chance I have of getting that buyer to make a decision. Based on my past record, I am very good at imparting information that buyers want to hear. This is called salesmanship and I am very good at it.

## Member of:

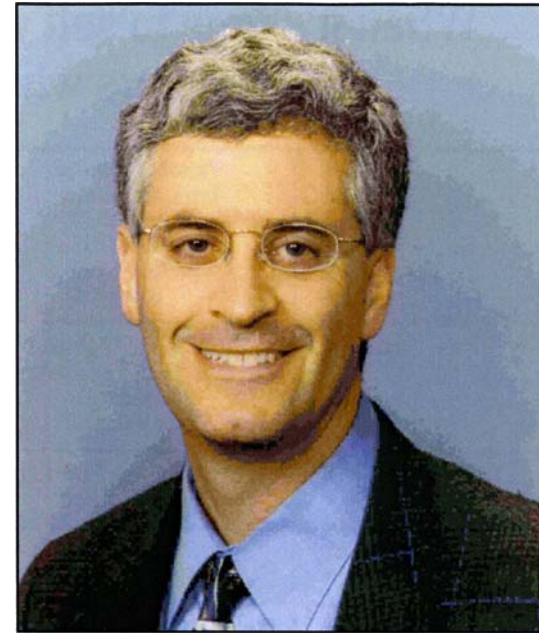
- Virginia Peninsula Association of Realtors
- Williamsburg Area Association of Realtors
- Military Reserves, 1982-1990
- Various Historical groups throughout the area
- Rotary Club
- Little League Baseball and Soccer Coach
- Meals on Wheels volunteer
- Boy Scout Leader
- Habitat for Humanity

## Personal

I have three children, Catherine, Christopher, and Emily. I grew up in a military family, having moved 14 times during my father's career. I know first hand what it is like to go through the moving process.

My only income comes from real estate closings. I have no other income, thus making me very interested in your business. This motivation, as you can see, has translated into considerable success.

# SOLD



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**Sells Homes and  
Lots of Them**

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Email: [frank.c@longandfoster.com](mailto:frank.c@longandfoster.com)

Website: [www.RealtorFrankC.com](http://www.RealtorFrankC.com)



**I Can Sell Yours Too!** 

Top 1% of all Real Estate Professionals  
on the Peninsula (Based on Sales Volume)

**CALL ME TO SELL YOUR HOME**

# All the "Experts" Say

When it's time to sell your home, consult three Full Time Brokers who are active in your area.

Name Title Work Cell	Frank Cotrupi Associate Broker 757-599-3312 757-879-1086	Salesman or Broker #2	Salesman or Broker #3
Awards	Highest awards given by the local Board of Realtors (based on Sales Volume)		
In-Home Flyers	Color Pictures Promote Home, Not Me		
Newspaper Internet	Various Sites		
Military	Internet		
Homes Magazine	Every Other Issue		
Warranty Plan For Home (Buyer Incentive)	Covers Systems of Home for 1 year, Buyer Incentive		
Just Listed/Sold Cards (Direct Mail to your Neighborhood)	Just listed emphasize home. Just sold emphasize me		
Stay In Touch (directly with me)	In writing, over the phone, email or in person, you choose		
Liability and the Law (must obey the law)	Disclaimer / Disclosure / Lead based Paint / Survey / Title / Appraisal / Financing / Inspections / Repairs / Termite / etc.		
Affiliations	Relocation Companies		
References	Provided		
Other			