

# TOP AGENT MAGAZINE

by Michelle Llamas

## Susan Mosley: Extraordinary Service, Guaranteed



In the often tumultuous real estate market, there are few guarantees. However, veteran real estate agent Susan Mosley is so committed to her client's real estate goals and the manner in which she makes those goals a reality that she guarantees "complete satisfaction or her commission will be returned at closing." For Susan, these are not simply empty words. Her

team of professionals, The #1 Service Team, has proven that they can deliver.

Neil and Donna Rice have described Susan as "the ideal agent; professional, honest, direct and supportive." She conducts her business by the age old adage of the Golden Rule: do unto others as you would have them do unto you. This simple, yet powerful philosophy has brought her success for over thirty years and counting. As a result of her impressive knowledge of the Athens area and surrounding counties, attention to detail and steadfast commitment to her clients, Susan has been blessed with a business that has flourished over the years regardless of the market fluctuations.

As a Number 1Expert™ since 1998, Susan is a master at negotiations and has proven herself to be a top agent. The average Number 1Expert™ outsells other agents 8 to 1. Susan also possesses an innate talent for building relationships and relating to a wide variety of individuals. While she has earned many awards for her impressive production figures over the years, it is these relationships that are truly rewarding. As a full service agent, her client base has always been diverse. Susan has a particular passion for assisting first time homebuyers achieve their real estate dreams as well as assisting senior citizens with their specialized needs.

In addition, Susan has also developed an international client base. Mingguang Xu, a loyal client who has known Susan for several years, relates, "Susan is a true professional. She always ranks the client's best interests as top priority and always tries to exceed the client's expectations. She pays attention to detail when marketing a property and approaches the market strategically. When helping people buy homes, Susan not only provides advice on property quality and price she also offers advice on financial planning!"

Susan's dedication can be traced to her roots. Originally born in Canada and raised in England, Susan's road to success was not easily won. During the 1980's, Susan and her late husband lost a flourishing business as a result of poor economic conditions. Shortly after the economic loss, her husband passed away and she was left to take care of her family alone. Her dedication and strong Christian faith gave her the power to climb out of that dark spot in her life and emerge even stronger than before. It is this same tenacious dedication that she brings to her career today. Now remarried, Susan's husband, Jim, is an incredible support for her, personally and professionally.

Today, real estate is very much a family affair for Susan. Her son Jonathan is Managing Broker at RE/MAX Top Performers and she hope to guide her daughter Lara into the career that has brought Susan much joy and success. Susan shares, "going the extra mile for my clients motivates me. It is all about the relationships you build in this business." For Susan Mosley, outstanding service is not just a marketing catch phrase - it is a guarantee.

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