

TOP AGENT

MAGAZINE



RUDY L. KUSUMA



With a phenomenal track record of success, and as the innovator of a new, efficient model for selling real estate, Rudy Kusuma has built a small empire at Team Nuvision in Southern California.

To call Rudy Kusuma – Owner/ Broker of Team Nuvision in Southern California – a Top Agent would perhaps be an understatement. With a phenomenal track record of success, and as the innovator of a new and much-more efficient model for selling real estate, Rudy has built a small empire on the foundation of excellence in customer service, attention to detail, and a true concern for the well-being of both his clients and his employees.

Rudy began working in the real estate industry in 2007. The first broker he worked for encouraged



him to build his business through the traditional methods of cold-calling and door knocking, something Rudy – and countless agents before and after – ultimately deemed a futile endeavor. When he ultimately opened his own company, he took a sharp departure

from traditional real estate models, building a large team in which each member has a specific role. Whether members of his Admin Team, his Marketing Team (which has currently assembled a database of more than 35,000 prospective buyers), his Inside



Sales Team, or his Outside Sales Team, each employee's dedicated focus on only one aspect of the transaction allows all of them to do their jobs more efficiently, which directly benefits their buyers and sellers.

"I've really enjoyed watching the growth of my team members," says Rudy, when asked what he likes most about what he does. "When they come to me, they are generally coming from the more traditional model of selling real estate. Watching them be able to work in a more productive way, not having to prospect through cold-calling and door knocking, is really great. It also allows more time for personal growth and time spent with their families."

"If I can't sell a client's home in thirty days, I will give them \$1000," says Rudy, "and if anyone on my team does not return a phone call in less than an hour, I will give them \$100." Such guarantees have resulted in Rudy's sterling reputation for honesty and integrity. As a Premier Agent on Zillow.com, Rudy and his team currently hold a perfect five-star overall rating, comprised of a staggering 792 reviews, an almost unheard-of accomplishment.

Rudy and Team NuVision spare no expense when it comes to marketing their listings, and of course, their 35,000-strong prospective buyers list ensures a quick sale, and for top dollar. Still, their listings are extensively promoted in a wide variety of ways, including

How Most Agents Operate



Racing Around...
Trying to be All
Things to All People
Leaves Little Time to
Give Clients the
Kind of Service
They Deserve

The Ultimate Home Selling System

**You get a whole team of
professionals working for you**
(versus a single agent)



Your Home Sold
GUARANTEED
or I'll Buy it !!*


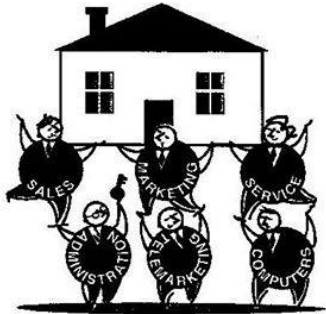
RUDY L KUSUMA HOME SELLING TEAM



radio station ads, the internet, and promotion on ABC, CBS, and Fox News.

Team NuVision is committed to giving back to the community, and one of the primary recipients of their philanthropy is the Los Angeles Children's Hospital, which assists all children, including those without medical insurance. Rudy's current goal is to raise \$100,000 for the hospital.

Rudy plans to expand NuVision to service all of California. He'd also love to introduce other Brokers to his innovate model for selling real estate. "I just want them to know there's a better way to serve their clients," he says.

How Most Agents Operate	My TEAM System
 <ul style="list-style-type: none"> ♦ You try to juggle all tasks alone ♦ You run out of time, energy and money ♦ You have less and less time to spend with each of your clients 	 <ul style="list-style-type: none"> ♦ Your clients get a whole team of professionals working for them, rather than a single agent who doesn't really have time for them ♦ As a team, you never run out of time because each team member is responsible for a specific process ♦ Together, your combined efforts add up to superior results ♦ No tasks get dropped because you either forgot to do it or simply didn't have the time



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