



# MENU OF SERVICES

BERKSHIRE HATHAWAY  
HomeServices  
Florida Properties Group

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**PARTNERING WITH YOU TO**

# **RECRUIT, ASSIST, AND RETAIN**

**YOUR MOST VALUABLE ASSET... YOUR EMPLOYEES**

## **LET US BE YOUR GUIDE**

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We have a feeling you're going to like what you read.

We provide businesses like yours with an employee benefits program. Acting as an extension of your Human Resource Department, we will work with you to ensure seamless moves so your employees are taken care of from start to finish. From moving services, to area tours and more, our programs help add value to retain and recruit your employees.

## WHY SHOULD YOU PARTNER WITH US?

### A CONSULTATIVE APPROACH

Our customizable relocation benefit program allows us to create a package that meets the ever changing needs of your employees. Our team understands everyone has a unique way of life and we are passionate about serving each individual's needs.

Our mission is to utilize our world-class team of professionals and systems to guide people in making great real estate and financial decisions. Our company is founded on four simple principles: TEAMWORK, INTEGRITY, PASSION, EXCELLENCE

### GETTING TO KNOW US

Berkshire Hathaway Inc., led by Chairman and CEO Warren Buffett, is the fifth leading public company in the world.

Berkshire Hathaway HomeServices is a real estate brokerage franchise network designed for today's real estate market. From first time home buyers to high-end residential markets to middle market communities to commercial real estate, our franchisees are down to earth, nimble and local experts. This network of members and agents wouldn't be a part of the Berkshire Hathaway HomeServices family if they weren't.

When our name goes on a real estate sign, it means something. It's a promise of integrity, professionalism, innovation and the highest standard of work. Berkshire Hathaway Inc. is one of the most respected brands in the world—especially when it comes to real estate, and we don't take that lightly. That's why you'll see these values reflected in every office, every agent, and every interaction. Berkshire Hathaway HomeServices is the name buyers and sellers trust.

Berkshire Hathaway HomeServices Florida Properties Group has been locally owned

and operated in West Central Florida for more than 50 years and consistently ranks among the Top 25 franchises in the Berkshire Hathaway HomeServices network.

### WE'VE GOT YOUR BACK

#### NATIONWIDE BROKERAGE SELECTION

If you have an employee moving out of state, we will take the time to interview and select the best agent for them. We have complete autonomy to use the best performing real estate companies to service our clients.

#### A NO-COST, VALUE ADDED EMPLOYEE BENEFIT PROGRAM

For all of our clients that have signed relocation agreements with us, we make available to you, at no cost, a cash-back benefit for any employee who wishes to buy or sell a home through Florida Properties Group; The Berkshire Hathaway HomeServices Appreciation Program. Included in this valuable, cost-free program are Real Estate Seminars conducted on-site, access to an array of moving products and services typically reserved for relocating employees.



# THE RELOCATION CONSULTANT

As your partner, we will assign a Relocation Consultant (RC) to assist your moving employee. The RC will act as a “personal concierge” to establish employee needs, provide counseling on your policies, and manage the employee’s move. The RC will be responsible for coordinating all aspects of the employee’s move and keeping your company updated throughout the moving process.

## **POLICY COUNSELING & PROGRAM ADMINISTRATION**

### **PRE-HIRE/CANDIDATE STAGE**

Choosing a new place to call home can be overwhelming! But, we will take the time to provide the candidate with information about Tampa Bay and Central Florida and why we love to call it our home. We can help narrow down their choice of communities by providing essential information on the areas they desire most. Additionally, we will provide total moving cost estimates and cost of living analyses to assist with your organization’s pre-hire/pre-move decision.

### **PRE-MOVE STAGE**

Our team conducts an area tour and will provide the employee with a personalized relocation kit. This service enhances the success of the home finding trip and maximizes the employee’s benefits.

### **HOME FINDING STAGE**

We provide employees with expert guidance in determining the areas they want to call home. Our agents are experts on our hometown and will provide our employee with information on neighborhoods, schools, and communities to help them set roots.

The Relocation Consultant (RC) - Consultant, Counselor, Advocate...

## **YOUR TOTAL MOVE COORDINATOR**

# DEPARTURE SERVICES

A photograph of a family moving into a new home. A man and a woman are sitting on a couch, looking up at a young child who is being held up by the man. They are all smiling and looking towards a large window. A large cardboard box is in the foreground, and another one is on the floor. The scene is bright and cheerful, suggesting a positive transition.

## LET US HELP YOU

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Saying “goodbye” can be tough, but we can make “hello” so much easier! You can rely on us to get your employees from point A to point B with efficiency and care.

A vertical photograph on the left side of the page shows a person from the waist down, wearing a blue and white striped shirt, moving a large white box out of a window. The background outside the window shows green foliage. The bottom half of the page has a solid purple background.

### MARKETING ASSISTANCE PROGRAM

No matter where they are in the United States, Florida Properties Group Corporate Services Division will provide a Marketing Assistance Program free of charge for your employees.

A crucial factor in completing a successful move is the timely sale of the employee's current home. This program assists employees with agent selection and developing an individualized, strategic marketing plan to help sell their home for the best price possible in the least amount of time.

By partnering with us, your organization saves money on the cost of temporary living and the employee settles in their new location faster. Our team of trusted advisors are fully licensed, Relocation Certified and have years of experience.

This program may coincide with any Home Sale Program we provide to your organization's employees.

### HOUSEHOLD GOODS

Finding companies to move your most prized possessions can be taxing. We offer personalized Household Goods Move Management to your employee from the initial contact through the final bill audit process. Additionally, the Relocation Consultant (RC) is instrumental in the resolution of claims should the need arise. The RC is available to answer all of your employee's questions and address any needs or concerns that they may have regarding the move of their goods.

Established relationships with nationally recognized van lines benefit not only the employee, but your organization as well. Included in our Household Goods Move Management program we provide at no additional cost to your organization up to \$100,000 of replacement value coverage.



# DESTINATION SERVICES

## EXPERT GUIDANCE JUST FOR YOU

A new job, new home, new schools... we love to guide those going through this transition. In addition to counseling your employees, we can provide them with multiple services when they arrive to their new home.

## INTERNATIONAL EMPLOYEE SERVICES

We recognize that many employers attract candidates globally to meet the demands of the growing workforce.

Therefore, to address the unique needs of these potential employees, we offer a menu driven program allowing your employee flexibility to focus on issues that are pertinent to their relocation.

### PRE-DEPARTURE

- Assessment of lifestyle and housing requirements to determine service needs
- Overview of future area real estate market
- Comprehensive information package sent overnight to the employee's home
- Temporary housing arrangements
- Review of document requirements for social security, home financing, local banking, school enrollment, home/auto insurance, driver's license, etc.

### UPON ARRIVAL

Employee is met by the International Specialist who guides your employee to:

- Apply for social security card
- Open a local bank account
- Visit DMV to pick up study materials and application for driving exam
- Visit schools and/or childcare providers
- Rent or purchase furniture and appliances
- Provide medical resources/ information
- Address lifestyle needs (i.e., introduction to special interests such as hobbies, cultural attractions and continuing education)
- Find a place to call home





### PERSONAL AREA TOURS

Berkshire Hathaway HomeServices Florida Properties Group provides personalized community tours to help your employees explore available housing and to familiarize them with community choices at the destination. This service is in conjunction with pre-hire counseling.

Our team conducts a “needs analysis” and uses the candidate’s feedback to coordinate the area tour, provide information on their new town, housing, schools, and transportation options.

### HOME FINDING ASSISTANCE

The Relocation Consultant assembled to serve your employee will coordinate and manage the new home search process for your relocating employees.

- Selection of a Florida Properties Group Relocation Certified Agent
- Assistance with locating housing
- Support with connecting to a mortgage specialist for pre-approval

The Relocation Consultant ensures that your employee receives all of the necessary resources needed to successfully find and secure a new home.

### TEMPORARY HOUSING

The Relocation Consultant will coordinate the temporary housing needs for your employees should they need housing in their new location before they are able to secure and move into the new home.

### RENTAL ASSISTANCE

Florida Properties Group has a dedicated Asset Management Division with an extensive portfolio of housing to meet a wide variety of needs. Our agent will search for rental housing, accompany the employee to showings, tour them through areas of interest and guide them through the lease signing process. Our goal is to secure a new home for the employee within their time frame, thus streamlining the process and saving your organization the cost of a hotel or temporary housing.



# MOVING FORWARD

## THE NEXT STEPS

Just being honest, a long-term relationship with your company is what we are after. Performance driven by personalized service and extraordinary customer care is how we'll get there.

## WHERE DO WE GO FROM HERE?

As our menu of services demonstrates, the scope of our corporate service solutions and our commitment to providing unsurpassable customer service is far-reaching. We have grown our business by being flexible and listening to the needs of our clients. We do not feel that relocation services and their implementation are "one size fits all."

At the onset of our partnership, a comprehensive execution plan would be developed. Our first step would be to formalize our relationship through the signing of a service agreement.

We are excited about the opportunity to serve you and your employees and can't wait to get started!

## WHAT OTHERS HAVE TO SAY

**“W**e wanted to take the time to let you know about our experience with our Berkshire Hathaway Realtor and Relocation expert – Tammy Waugh. We needed to relocate to the Tampa area for a job. My company recommended Berkshire Hathaway and Tammy reached out to us immediately.

We initially spoke to her on the phone to discuss our overall preferences for homes and the particular area we wanted to consider. She asked all the right questions on the call and began her research right away. We planned a visit to the Tampa area a few weeks later and Tammy picked us up for a tour around the entire Tampa area to give us some overall knowledge about the region – then took us to see a few homes that same day so we could focus our search.

From the moment we spoke on the phone until now – Tammy has been there for us. Always quick with a response whether email, phone or text – she seemed to be working 24/7! She also recommended restaurants, parks, bike rides, and retail – basically everything you might need when you move to a new area. She even helped us get in to see a doctor for an urgent health issue that arose during our visit.


We found a beautiful home and Tammy has made it extremely easy to transact business from our home in New Jersey. We were lucky to have Tammy as our agent!

Berkshire is lucky to have someone like Tammy and we want the relocation team to know what a great job she did for us.” – **COLLEEN VELOSKI  
& RENEE PSZCZOLA**

**“H**ouse buying can be an overwhelming journey, one that is manageable with the right Realtor. Dennis Paull at Florida Properties Group is an exemplary agent who goes above and beyond to make an already tedious process a breeze. He was very communicative, quick to follow up on my queries, and was very pro-active in identifying and showing me homes of interest. He understood those preferences of mine that were not too glaring and worked with me every step of the way up to closing. Most importantly, he is well knowledgeable about the local real estate market and offered insight and guidance without pushing an agenda, which meant I was able to make informed decisions that were very much mine but guided by his years of knowledge and experience in the whole seller-buyer negotiation process. I recommend Dennis wholeheartedly and hope others will be as lucky in having him represent them for their home buying or selling needs.”

– **DR. DENNIS ADEEGBE**

**“I** can’t thank you enough for everything you have done throughout this entire transition! I want to be sure everyone understands that as many times as I’ve relocated in the last 24 yrs., I have never had one run this smooth and with such class. Thanks again you all are a very good team.” – **ERIC KINDER**



PARTNERING WITH YOU TO

# RECRUIT, ASSIST, AND RETAIN YOUR MVP'S... YOUR EMPLOYEES.

RELOCATION CONSULTANTS | HOUSEHOLD GOODS MOVE MANAGEMENT  
PERSONAL AREA TOURS | TEMPORARY HOUSING | HOME FINDING ASSISTANCE  
MORTGAGE SERVICES | RENTAL ASSISTANCE | EMPLOYEE BENEFIT PROGRAM

CALL 727-484-6496 | VISIT [WWW.BHHSFLORIDAPROPERTIES.COM](http://WWW.BHHSFLORIDAPROPERTIES.COM)

## WE GOT YOU.

Outside of outstanding Real Estate services, such as residential, commercial, and asset management, we provide businesses like yours with an employee benefits program. Acting as an extension of your Human Resource department, we will work with you to ensure seamless moves so your employees are taken care of. From moving services, to budgeting and more, our programs help add value to retain and recruit your employees.



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