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# ABOUT PAOLO & ISABEL

We are Zulian Real Estate Group, a father-daughter duo who have lived in Burlington for 30+ years and worked in Burlington and surrounding areas for 20 years and together for 6 years. Buyer and Sellers benefit from our dynamic as we have the knowledge and experience of different generations as well as our personalities making our ability to relate and be personable to many people and local agents effortless. Paolo's experience and knowledge in this industry combined with Isabel's ambitious attitude and tech-savviness make for a great team for all our clients to benefit and get the best experience out of this process.

## Consultation without Obligation

We have a consultation no obligation approach to our business. Our advice and expertise is there to help make buyers and sellers in Burlington and surrounding areas to be informed about the industry. We are happy to consult with future or current buyers and sellers to get them started on their home journey and there is no obligation to use our services under contract.

## Signature2Signature Service

Our mission statement is simple. We seek to provide personal and professional service to each and every client we represent; and to provide them with all the proper information needed so they can make an informed decision when buying or selling a home from the first signature to the last signature.

**- PAOLO ZULIAN  
& ISABEL ZULIAN**

## MISSION STATEMENT

To provide personal and professional service to each and every client we represent; and to provide them with all the proper information needed so they can make an informed decision when buying or selling a home.



# ABOUT ROYAL LEPAGE CANADA

## CELEBRATING OUR CANADIAN HISTORY

Royal LePage is a leader in Canadian real estate since 1913. For over 100 years, Royal LePage has led the real estate industry. We helped found the Ontario Real Estate Association and set the standards for all other real estate companies to follow. We have expanded across the country so that wherever you want to live, you will find a Royal LePage REALTOR® ready to help. We have added new services to help our clients realize their dreams and secure their future.



*We remain steadfastly and proudly Canadian.  
We have never forgotten our roots.*

Albert LePage was a pioneer whose innovation and belief in customer service helped transform the real estate industry. He built a company based on professionalism, principled conduct and the highest moral and ethical standards. And those principles still guide us in everything we do.

Today, Royal LePage has approximately 18,000 REALTORS® across Canada. Over the years, we've learned a lot about real estate and how to provide the best possible service for our clients. Since the mid-1990s, Royal LePage has more than tripled the size of its sales force and almost doubled its market share.

Royal LePage has an unparalleled network of real estate offices across the country. Not only do we have the best access to the homes (and homebuyers) in the Canadian market, our relocation company, Brookfield Global Relocation Services, is one of the world's largest relocation service companies with offices across the country and around the world.

Throughout our successes, we remain dedicated to helping you through the real estate process. Our commitment to innovation and customer service is as strong as ever.



# WHY HIRE ZULIAN REAL ESTATE GROUP?

The Real Estate Industry has been constantly adapting to become very transparent and consumer friendly for Buyers and Sellers. Electronically, it has evolved with new apps, websites, and sold data sharing to make it easy to access information. So why hire a realtor? More specifically, why should you hire us?

## KNOWLEDGE

We are full time agents who chose to specialize in the Real Estate industry. Each day we constantly gain more knowledge and develop skills to help us in this industry. It is our responsibility to know the market, advertise your home, negotiate deals, and maintain professional relationships.

## SECURITY

Agents are hired to represent your interests throughout the transaction. It is comforting as a Buyer or Seller knowing that there will be a professional to protect your interests.

## EXPOSURE

Your listing will be advertised on every major board in the GTA, allowing your listing the maximum exposure that it needs. We also advertise our listings on Facebook, and Instagram. This insures that we reach all potential buyers on many different platforms.

## EXPERIENCE

Year after year we experience the market conditions first hand. We have experienced the highs & lows of the market and know how to handle them. We also have the experience with dealing with co-operating agents through multiple transactions.

## PEACE OF MIND

It's not an easy task to sell a home on your own. Life is busy enough with other priorities and tasks. Marketing a home is very time consuming, and tends to fall to the bottom of the priority list. In order to get the best results out of a transaction, it should be a priority. You hire us to make sure it is.

## NETWORK

Over the years we have created great relationships with a network of specialists that can help Sellers during this process and in life. Specialists include: home inspectors, lawyers, contractors, HVAC, mortgage brokers, designers, photographers, and many more.

# DOORBELL.CA

doorbell.ca is our website designed with the intent to search Burlington Real Estate exclusively without having to go to these big brand name websites that aren't specific. Whether you are searching for an apartment, your first home, or your dream home in Burlington, Doorbell connects people to unique home purchasing experiences.

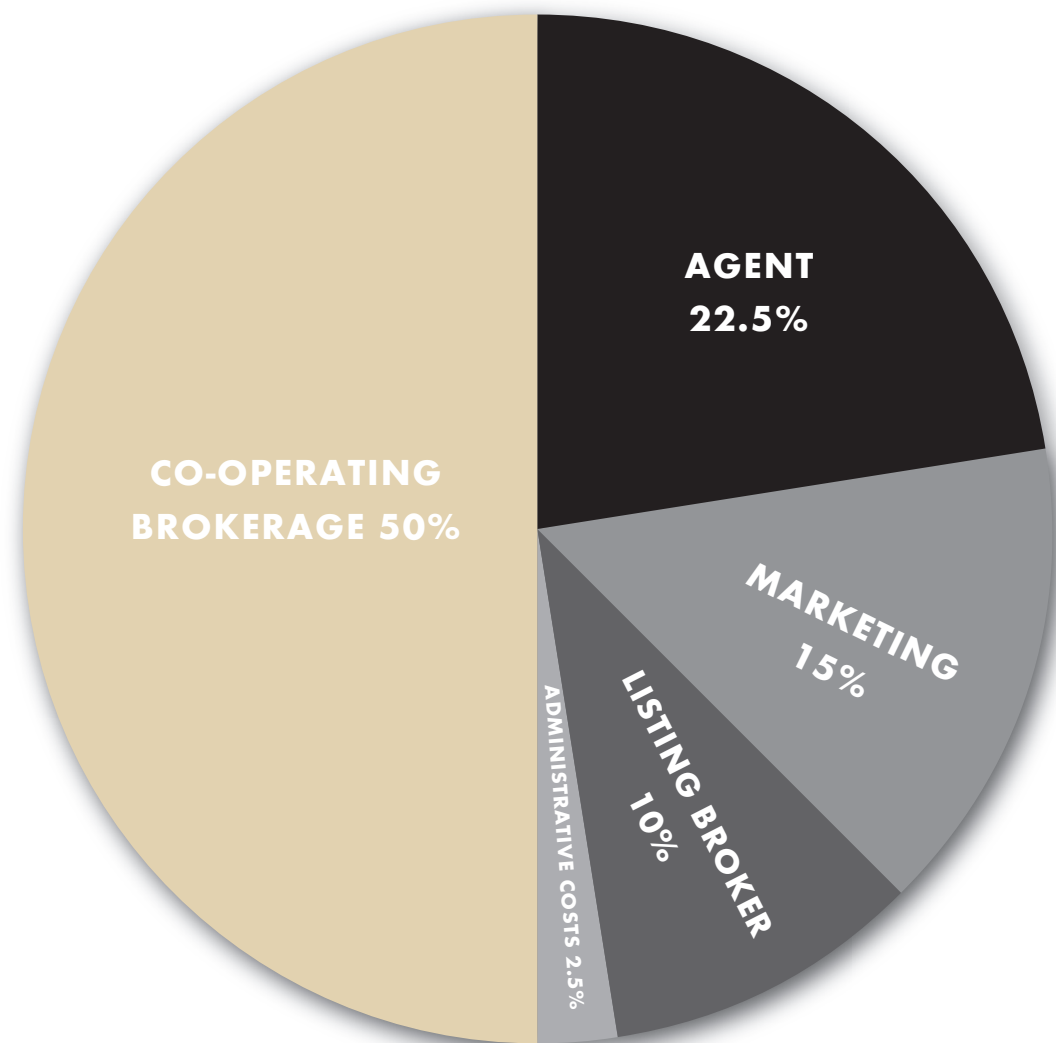
doorbell.ca is a useful tool not only just for searching for a home but there are also many other resources that can be found on the website regarding the home selling/buying process, Real Estate market news, Burlington events, home renovation ideas and more.



# COMMISSION

## WHERE DOES THE COMMISSION DOLLAR GO?

Below is a sample chart showing how our commission is divided and disbursed. First and foremost half of the commission goes to the brokerage that represents the buyer, which is then split between the buyers sales representative and his or her brokerage. There is another portion that goes to the brokerage of the listing sales representative. The remainder goes to the listing sales representative who then must pay for professional photographers, advertising, marketing, open house promotion, flyers, brochures, signs, websites, board membership, annual licencing fees, insurance and many other, often small things, but all of which add up to a lot and leave 22.5% or less as the actual take home Pay for the real estate sales representative.



# FLEXRATE REAL ESTATE™

We feel that there should be transparency among Sellers and Buyers regarding the commission a Real Estate Agent earns. We exclusively offer Flexrate Real Estate™ below you will find the break down of our flexible commission rate.

- 2% - Co-operating Brokerage Fee**  
We recommend that 2% of the sold price should go to the co-operating brokerage, this is a healthy commission rate that will attract co-operating agents to show your home.
- 1.5% - Brokerage Fee**  
A portion of this fee will go to our full service brokerage. This includes 24 hour answering service, education, training, marketing and more. We have also opted into programs that make a charitable donation with every transaction.
- 0.5% - Sales Associate Credit**  
We don't hire anyone else to do the job a client hires us to do. A Seller will not pay extra fees to compensate other team members.
- 0.5% - 5 B's Credit**  
Don't get stung, we don't spend money on the 5 B's (billboards, buses, bus stops, benches, & bulk mail).
- 0.5% - Referral Credit**  
We have built our business on repeat clients and referrals. We are always so appreciative when people are referred to us.

**Total Rate: 3.5%** (Based on the standard rate of 5%)

# eSIGNATURE

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## WHAT IS IT?

eSignature has become increasingly popular in the Real Estate industry. It has been created at the convenience of Sellers and Buyers during the transaction process. Sellers and Buyers now have the option to complete listing documents, buying documents, and transaction documents entirely online with the use of electronic signatures.

The program we use is called NEXONE. With consent, a client can create and approve their personal electronic signature that will be used on all documents. To gain access to the forms an email is sent with a link that leads directly to NEXONE. The program is very convenient and user friendly. All our clients in the past have used it at least once during their process.

Some people may have concerns about the authenticity of the program. This program gives each signature its own special mark and once the documents are completed you will receive a signature audit that can be printed off for your personal records. As soon as all parties complete the signing, the document(s) also get sent directly to your email.

## WHY USE eSIGNATURE?

Not all clients are comfortable with the use of electronic signatures. The use of this program is circumstantial based. It adds convenience in many aspects:

1. CLIENTS BUSY SCHEDULES
2. VACATIONS
3. TRAVELLING FOR WORK
4. GEOGRAPHICALLY

If this is an option that you'd like to explore, we can walk you through the simple process of getting started.

# LISTING



# Our Listing Process



## 1. Tour of your Home & CMA

The process starts with a tour of the home to prepare any notes and documents needed for the listing. We want to know all details about the property so we can properly market the property towards potential buyers. We also present sellers with a Comparative Market Analysis that will give sellers a general idea of where their house should be positioned in the market.

## 2. Listing Documents

We send all listing documents well in advance to the seller so they have an appropriate amount of time to read and review all the important documents and we are able to answer any questions or concerns prior to the paperwork being signed.

## 3. Prepare your Home

After the tour we may have notes for sellers to make some adjustments to their home to prepare it for pictures and showings. We categorize the list for items that need to be done specifically for pictures and how the home should stay during the showing process. This is a critical step so the property can make a great impression to potential buyers.

## 4. Lockbox, Pictures & Sign

Once the house is ready, professional pictures will be taken for the online listing as well as all marketing materials. A lockbox is installed so that the photographer can access the home as well as for agents to access for showings and a for sale sign installed on the lawn as another way to advertise. This process is standard, however, if sellers aren't comfortable we are happy to make adjustments that fit the sellers needs.

## 5. Listing Exposure

We are full members of the Realtors Association of Hamilton-Burlington (RAHB) and the Toronto Real Estate Board (TREB), once the property is listed online it will be instantly viewed by over 50,000 realtors across the GTA and surrounding areas. We advertise on our personal Instagram and Facebook, and our brokerage advertises on Brokerbay and the National Royal LePage Network. We also personally email the top producing agents that work in our area.

## 6. Showings & Feedback

Sellers will submit contact information that our Brokerage will use to process showing requests once the listing is live. Sellers have the option to have text, call or email requests for each showing and our brokerage will require your confirmation. Once a showing has happened we reach out to agents to get feedback, depending on that feedback we make adjustments.

## 7. Offers

We remain in contact with any and all agents that have buyers that are interested in the property. Once an offer is registered we immediately notify all showing agents. This could then trigger a ripple effect with multiple agents registering offers (depending on the market). We will then present the offer to the seller, we can either accept, sign back or let the offer expire.

**CONDITIONALLY SOLD:** Offers usually come with one or two conditions. If an offer is accepted with conditions the buyer has x amount of days to either get financing in place or a home inspection done, review a status certificate, etc. The condition has to be waived prior to this period ending for the home to be officially sold.



## After a home closes we want our clients to know that we are still here for their interests.

**MULTIPLE OFFERS:** If we receive multiple offers during this process, we have an offer summary document that highlights the main elements of the offer such as price, closing date, deposit and conditions to make it easier and less overwhelming for our sellers. With our advice this allows our sellers to make an informed and confident decision for which offer they should choose.

## 8. Pending Closing Day

Between the offer getting accepted and the closing day, months could pass by. During this time period there can be a lot of correspondence between both parties for revisits, furniture resale and many other reasons. We are here for our sellers during this time period to make sure the transition from selling their home to closing day goes as smoothly as possible.

## 9. Client After Care

After a home closes we want our clients to know that we are still here for their interests. Whether it is us tapping into our network of trades or associates to help with renovations or repairs or providing any advice they need regarding their next steps. Our service does not stop after the contract is up.

# OPEN HOUSE MYTHS

As popular and traditional as they are, open houses are not necessary to sell homes. Real estate agents describe it as one of the many tools to sell your home but here are some things to think about before you decide if you should have an open house for your home.

## MYTH #1: OPEN HOUSES ARE NECESSARY

Serious, qualified Buyers are already represented by an agent and will take the time to book a showing if they are interested.

## MYTH #2: OPEN HOUSES ARE EFFECTIVE FOR SELLING A HOME

A successful and effective open house would mean an offer was submitted. Less than 1% of deals are done by a buyer submitting an offer after going to an open house.

## MYTH #3: NOSY NEIGHBOURS WON'T DROP IN

Typical demographics of an open house are nosy neighbours, buyers who haven't been verified or don't qualify and if you're unlucky a thief.

## MYTH #4: OPEN HOUSES DON'T WORK

They do work, but not for the purpose of selling the home. It is commonly used more for Real Estate Agents to meet prospective buyers who are in the market, or potential Sellers in the neighbourhood.

# PROPER MARKET EVALUATION

Here are the factors we look at when establishing a proper and attractive listing price for your home.

1. CURRENT ECONOMIC TIME AND TRENDS
2. CURRENT SELLING MARKET
3. WORLD NEWS
4. SELLERS MOTIVATION
5. BUYERS MARKET VS. SELLERS MARKET
6. RECENT SALES IN YOUR MARKET
7. ACTIVE PROPERTIES ON THE MARKET
8. LOCATION APPEAL
9. CURB APPEAL

# PRICING: YOUR BEST MARKETING TOOL

**MARKET VALUE** is the highest price a prudent buyer will pay for a property given sufficient time and full exposure to the open market and having a reviewed current listings and recent sales of similar properties in the immediate area.

Pricing your property at market value will attract a greater number of potential buyers and increase your opportunity for a quick sale.

## THE IMPORTANCE OF PRICING RIGHT

The market determines value. Avoid the urge to price your home based on considerations that do not affect its market value (ex: how much you need to purchase your next home, how much you spent on improvements, how much you paid, etc.) Sales statistics show that properties that are initially priced too high eventually sell for less than properties that were correctly priced in the first place.

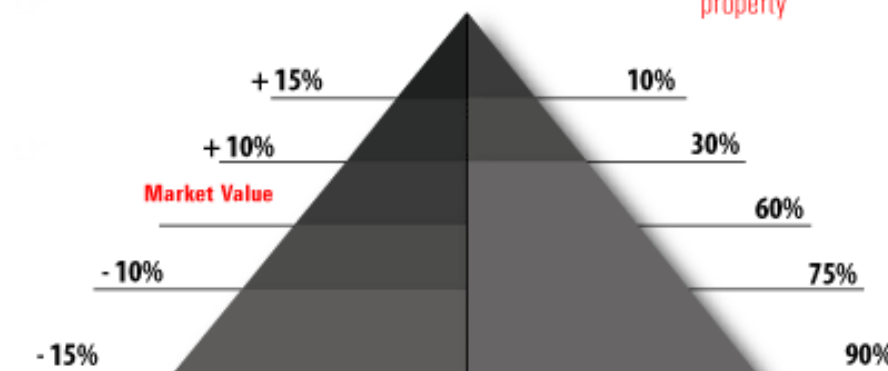
## THE IMPORTANCE OF EARLY ACTIVITY

Activity and interest surrounding a newly listed property is greatest in the first three weeks. That is why it's crucial to price your home properly right from the beginning. If your home is overpriced interested parties begin looking elsewhere. By the time you reduce the price, the majority of buyers are lost to other purchase.

## Pricing Pyramid

Asking price compared to Market Value

Percentage of potential buyers who will look at property







# Preparing Your Home



# Checklist For Picture Day



Please see our checklist for what to look for when preparing your home for pictures and showings.

✓ Declutter as much as you can.

✓ Remove any items from closets that may not be its typical contents (ex. Pans or cleaning supplies in a coat closet, this gives the illusion that there is not much storage in the house).

✓ Clear off any tables, dressers, end tables from smaller items.

✓ Trim back any overgrown plants and remove any dead plants in the garden.

✓ Check all light fixtures (inside and outside) for burnt out bulbs and replace them.

✓ Touch up any paint imperfections on walls and trim.

✓ Dust for cobwebs (especially check 2-storey foyers and staircases).

✓ Cork-boards: remove any loose papers that make it look messy.

✓ Shampoo bottles and soaps in showers and bathtubs should be removed.

✓ Fridge magnets: remove any magnets that sit on the fridge.

✓ Any items surrounding the outside of the home (ex. Lawn mower, trash bins, snow blowers) should be tucked away.

✓ Mats by the front or back doors should be removed.

✓ Any pet items should be tucked away (ex. food & water bowls, toys, dog beds, cat litter).

✓ Visible wires around TVs and consoles should be tucked away.

✓ Make sure all windows aren't covered by curtains, and open blinds for natural light.

✓ Vacuum any rugs or carpet.

✓ Clear off kitchen counters (ex. Hand soap/dish soap, paper towel holder, coffee machines that can be put away, toasters etc).

# BUYING

## PURCHASING A HOME

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When helping clients purchase a home we make sure to serve in the best interest of our client. We have full access to both the Realtors Association of Hamilton-Burlington board and the Toronto Real Estate Board and are able to create customized searches for our clients wants and needs when searching for a home across Ontario.

Factors to consider when starting your search:



### LOCATION

It is as true as ever, location, location, location! Homes can be renovated and customized in many ways but you'll never be able to change it's location. So what are the main factors when choosing a location? Proximity to work, family, schools or amenities?



### SIZE

The size of home is a major factor when choosing a home to invest in. What best suits your wants and needs now and your future wants and needs. Will your family be growing? Will aging parents be coming to live with you? Are you becoming empty nesters?



### LIFESTYLE

When thinking of the lifestyle you want to live how does this home fit. Do you need a home office to work remotely? Do you want to travel a lot? Do you like to entertain friends, family and colleagues?



### FEATURES

Buyers have all different wants and needs and place importance on different elements of a home. What features of a home are important to you? 2 storey vs. bungalow? Double or single car garages? Open concept? Large backyard?



### OWNERSHIP TYPE

Homes have many different options for what kind of ownership a Buyer can purchase. Depending on the type of ownership, it changes the responsibility of the home owner. Do you want freehold? Are you okay with a monthly maintenance fee? Do you know what a POTL is?



# Our Buying Process



## 1. Wants and Needs

We encourage all our buyers to make sure they have prepared a list of their wants and needs for the home they want to purchase. This will help us with what homes to tour and how we can help.

## 2. Pre-Approval

Buyers who want to purchase a home before the process starts should meet with a mortgage broker to find out what they can afford. We work with multiple mortgage brokers and can refer buyers to a variety of brokers with access to a range of financial institutes.

## 3. Custom Home Search

Once buyers have discussed their price range and their wants and needs we are able to create a custom home search with their specific criteria on both the Realtors Association of Hamilton-Burlington (RAHB) board and the Toronto Real Estate Board (TREB) which then send listings directly to their email.

## 4. Viewing Homes

If a buyer likes a home that comes up in their search, we are able to book a showing to go view the home or several homes. We are fully accessible agents with quick turnaround on getting buyers into the home(s) they want to view within 24 hours of their request with some exceptions that could be set out by the listing Realtor, such as: tenants or elderly Sellers. It is important to view a home rather quick after it is listed on MLS.

## 5. Offers

If a buyer wants to pursue an offer on a property we send blank versions of the offer and purchasing documents. This gives the buyer time to read and review all the standard documentation so they can ask us any questions or concerns they may have. We prepare a first draft of the offer with all the info filled in ex. price, closing date, any conditions, deposit. Once all fields are agreed upon we will register the offer with the listing brokerage and keep in contact with the listing agent throughout the irrevocable period. We equip our buyers with the knowledge of comparable homes in the area that have recently sold so our clients can feel confident in what they offer.

**DEPOSIT:** The deposit that is offered has to be due within 24 hours of acceptance of the offer to the listing brokerage. The buyer can submit the deposit by wire transfer, direct deposit or in person depending on what the listing brokerage offers.

**CONDITIONAL PERIOD:** Typically, offers contain at least a home inspection or financing condition, and if it's a condo a status certificate condition. If an offer is submitted with conditions that get accepted we will have x amount of days to meet with mortgage brokers or have a home inspector come look at the property before a buyer needs to submit a waiver to firm up the sale. We have access to reputable home inspectors, lawyers and mortgage brokers that our buyers can use during this process.

**MULTIPLE OFFERS:** In the event that our buyer competes on a property we ask that they have a price in their head that is the maximum they will pay for a property. This is so our clients aren't put in a financially vulnerable position if we get carried away during the offer process. We are there to represent the interests of our client, if they choose to increase their offer or remove a condition we will advise them on the pros and cons of each change. We know that there will always be another property and therefore they're able to confidently walk away if it goes above their maximum price.

**We are fully accessible agents with quick turnaround on getting Buyers into homes.**

## 6. Pending Closing Day

Between the offer getting accepted and the closing day, months could pass by. During this time period there can be a lot of correspondence between both parties for revisits, furniture resale and many other reasons. We have access to view the property a couple times prior to the closing day and we are here to make sure the buyers interests are represented during these visits. Buyers should line up movers and lawyers during this time period as well.

## 7. Client After Care

After a home closes we want our clients to know that we are still here for their interests. Whether it is us tapping into our network of trades or associates to help with renovations or repairs or providing any advice they need regarding their next steps. Our service does not stop after the contract is up.

# FIRST TIME HOME BUYERS



## COST AWARENESS

First Time Buyers should be aware of all the costs when purchasing a home.

### DEPOSIT

A deposit for purchase is due within 24 hours of acceptance of the offer to the listing Brokerage.

### DOWNPAYMENT

Purchase price, minus the mortgage and deposit amount that will be due upon the closing date.

### LAND TRANSFER TAX

Buyers are responsible for a one-time land transfer tax, levied by the government. This is based upon a percentage of the purchase price.

### GST/HST

If purchasing a new build or a home that has been extensively renovated buyers will need to pay GST/ HST.

### LEGAL COSTS

Cost of lawyer fees for the conditional period and closing the property. This could include: status certificate review, conducting a title search on your property, obtaining surveys, liens, checking the statement of adjustments for taxes, utilities, and fuel bills.

### HOME INSPECTION

If the offer has a condition on a home inspection, this is an extra cost to assess the property's condition to make sure everything is in good working order and that the buyer is aware of any issues with the property.

### TITLE INSURANCE

For potential issues involving title fraud, survey issues, problems with the ownership of the home, buyers purchase title insurance to provide coverage, should they arise.

### MOVING/STORAGE COSTS

Depending on the timing between transitioning from one residence to the new property buyers may need to move furniture in storage. Movers will need to help buyers on the day to help move you in.

# MORTGAGE FUNDAMENTALS

## AMORTIZATION PERIOD

Length of time you take to pay off your mortgage (usually 25 years)

## TERM

This is the length of time that the options and interest rate you chose are in effect for. It can be as little as 6 months to 10 years. When this term is up you can renegotiate new/same options.

## INTEREST RATE

**Fixed Rate:** The rate that you have picked does not change for the term of your mortgage.

**Variable Rate:** The rate fluctuates with the market.

**Protected Variable Rate:** The rate fluctuates with the market, but will not go over a preset max.

## PAYMENT SCHEDULE

Frequency of mortgage payments (ex. weekly, bi-weekly, or monthly)

## OPEN VS. CLOSED

**Open:** An option where you can pay off your mortgage in full or in part at any time without penalties.

**Closed:** An option where you are limited or might not be able to pay off your mortgage early, in full or in part.

## CONVENTIONAL VS. HIGH RATIO

**Conventional:** A loan that is 80% or less of the lending value of your home. You will need at least 20% for a down payment.

**High-ratio:** A loan that is over 80% of the lending value, meaning you put down less than 20% for a down payment. This will likely involve mortgage default insurance.

## MOVING/STORAGE COSTS

Depending on the timing between transitioning from one residence to the new property buyers may need to move furniture in storage. Movers will need to help buyers on the day to help move you in.

# ESSENTIAL INFORMATION

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Lenders or mortgage brokers will need this essential information to help qualify buyers for a mortgage.

1. EMPLOYER INFORMATION
2. ADDRESS HISTORY
3. GOVERNMENT IDENTIFICATION
4. PROOF OF INCOME
5. PROOF OF DOWNPAYMENT
6. PROOF OF INVESTMENTS & SAVINGS
7. ANY CURRENT OR PAST DEBTS & DETAILS



# WHO TO CALL

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Here are some people buyers will want to have in your contact list during this process.

We are happy to recommend any of the following

1. REAL ESTATE AGENT
2. INSURANCE AGENT
3. HOME INSPECTOR
4. APPRAISER
5. CONTRACTOR
6. LENDER
7. LAWYER

# TIMELINE ON CLOSING DAY

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1. Lenders give the mortgage money to a lawyer or notary.
2. Buyer(s) will give the lawyer or notary the downpayment (minus the deposit) along with closing costs.
3. Lawyer or notary then pays the sellers, they will then register the home in the buyers name and give the buyer the deed and keys.

# CLIENT TESTIMONIALS

“

Isabel was amazing to work with!

As a first time home buyer the process seemed intimidating but she made it so easy and comfortable. She was very knowledgeable and I will 100% becoming back to her in the future!

**CARLY**

## SCOTT & JANITRA

“Thank you for the little photo book of 856 Teal Dr! This will be a great keepsake to look back on. The boys love it too and are happy to be able to take these pictures with us.”

## PAUL & CAROLINE

“Thank you Paolo & Isabel. I just got home and received the photo book. As we get closer to the move date, I get more emotional about the change. This book brought comfort to me and I thank you for this.”

“I have no idea how you do it. You remain so calm during these crazy times. Thank you for the news tonight. You made our year.”

## RUTHANNE & ROD

“Professionalism and integrity. Awesome to work with!”

## JAMES & HEATHER

“Paolo knows our tastes and would call on a regular basis to make a suggestion. I recommend him whenever we can.”

## MITCH

“Great communication and had my best interest in mind at all times.”

## ADRIAN & LUDMILA

“Excellent throughout the whole transaction. We cannot say enough praise for Paolo, very pleased with his attention and detail.”

## GLEN

“Very professional and knowledgeable. A real pleasure to work with. I would definitely recommend Paolo and Isabel Zulian.”

## STEPHANIE

“Professional, got the job done!”

## JOHN & KIMBERLEY

“Paolo has been our agent on 3 sales. He informs us well on price points, competitive intensity and is proactive in areas such as video & open houses. We have referred him to many & that has reflected positively on us. Thank you.”

## DAVE

“Very professional and courteous.”

# CLIENT TESTIMONIALS

## KIM

“So many positives: accessible, knowledgeable, calming!, helpful, reassuring, professional, human.”

## DEBORAH

“Pleasant, Trustworthy & Confident with his knowledge & experience.”

## MICHELLE & RYAN

“Very dedicated & hardworking team that genuinely care about the customers wants and needs. Service was spectacular.”

## JUDITH

“Paolo was extremely helpful, professionally and very kind! I would highly recommend him to all my friends and family!! What a fantastic experience...a wonderful agent who was sympathetic and understanding during this change in my life !! Can't thank you enough Paolo and Isabel for everything you did for me!!”

## BRENDA

“Isabel was very professional, great listener and hard working”

## DANIEL & MEGAN

“He was helpful with pricing out our house and getting us our new house at a price we wanted to pay.”

## LE'ANN

“Friendly, available, knowledgeable.”

## MURIELLE

“Paolo and Isabel went out of their way to assist my 84 year old mother and her 94 year old husband during this whole process. They understood that for them this was not simply a sale transaction but a life transition. Besides selling the house in a very short time and for a very good and fair amount, their human and professional approach helped reduce the stress which made everything so much easier.”

## PAUL & JENNIFER

“Paolo always had our best interest in mind and is patient with his clients. He was helpful in dealing with difficult neighbours. Will definitely call on Paolo again for our next buy/sell.”

“

It was a pleasure dealing with

you on this home. You are a true professional and your efforts in the process are much appreciated. I think it was a win-win-win situation for all. I will recommend you to my friends and when the time comes to upgrade to a bigger home, I will definitely give you a call.

**PETER**

## OTHER SERVICES



### RENTALS

Whether it is saving up for a purchase, in between homes, relocating from out of town and waiting to see what your next move is renting has always been a great alternative to home ownership. We don't shy away from clients who want to rent instead of buy, as we know everyone is on their own home ownership journey. We work just as hard for our clients that want to rent and we have the expertise and experience to get the right property for our clients.



### RENOVATIONS

The GTA is starting to age and we know that majority of sellers and buyers would like to make major construction changes or cosmetic adjustments to their property. Sellers getting ready to put their home on the market, buyers who just moved into their new home, clients who just want to renovate their home can have confidence knowing that we work with a variety of trades and builders we trust and know do great work and that our clients will have first access to when deciding to renovate their home.



### CONSULTATION

We have a consultation no obligation approach to our business. Our advice and expertise is there to help make buyers and sellers in Burlington and surrounding areas to be informed about the industry. Real estate agents are there to provide advice and to represent their clients interest in a transaction, we know there are a variety of different types of transactions and we are happy to consult with sellers and buyers to provide them with the best advice for their transaction even if we are not involved.

## COMMUNITY INVOLVEMENT

### A DONATION IS MADE TO CHARITY WITH EVERY DEAL COMPLETED.

#### PAOLO & ISABEL STRONGLY SUPPORT:



Shelter & support services for women as they establish violence-free lives in their community. Halton Women's Place is a non-profit organization devoted to assisting abused women and their dependent children.



Royal LePage has a long-standing commitment to make a difference in our communities across Canada. Through the contributions of our Realtors and administrative employees, our company raises funds to support local shelters such as Halton Women's Place and the Carpenter Hospice.



At ProAction Cops & Kids, we bring cops and kids together in skill-building and mentoring programs to create trust, respect and safer communities.



We are monthly donors for Sickkids which helps fund brilliant doctors, nurses, and researchers and supports landmark surgeries and essential equipment.

#### COMPLETED CHALLENGES:



**Spartan Trifecta (2015)**  
Total: 36+ Kilometers, 60+ Obstacles, and 14+ Hours. Proceeds were donated to the Halton Women's Place.



**Million Metre Row for the Shelter (2017)**  
Over 80+ hours of rowing, completed over 11 months. 100% of the funds raised went towards supporting women and children living in a local shelter.

# ROYAL LEPAGE AWARDS

## RED DIAMOND AWARD - TOP 2% NATIONALLY

2021    2020



## AWARD OF EXCELLENCE

Attaining Top 10% Nationally for 10 consecutive years.

## DIAMOND AWARD - TOP 3% NATIONALLY

2009    2011    2015    2022  
2010    2014    2016



## DIRECTOR'S PLATINUM - TOP 5% NATIONALLY

2008    2013    2019  
2012    2018

## PRESIDENT'S GOLD - TOP 10% NATIONALLY

2017







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PERSONALLY INVESTED IN EVERY REAL ESTATE TRANSACTION