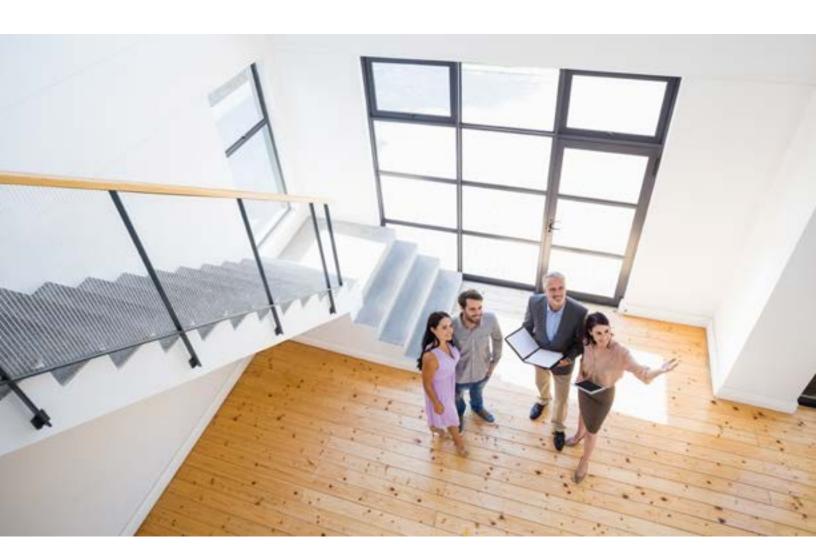
BE THE REALTOR® YOU WANT TO BE

SAMSON



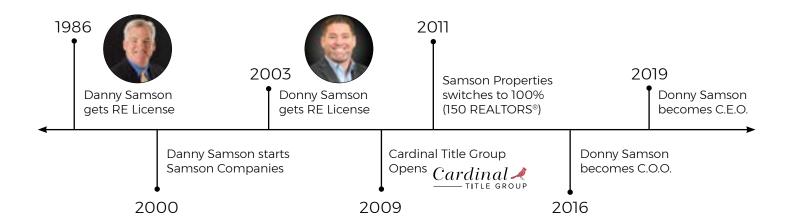
LICENSED IN VA, MD, DC, WV, PA, DE | 703-378-8810 | JOINSAMSON.COM

More than 5000 Professional REALTORS® with a Family Touch



TIMELINE & CULTURE	2
COMMISSIONS	3
LOCATIONS & GROWTH	4
kvCORE	5
PRINT CENTER	9
EDUCATION	11
COACHING & MENTOR PROGRAMS	12
LEAD GENERATION	13
SHOWINGTEAM, SAMSON SOLUTIONS, & INSTANT OFFERS	14
CONCIERGE: MARKETING PACKAGE	15
CONCIERGE: TRANSACTION COORDINATOR PACKAGE	16
CONCIERGE: A LA CARTE	17
TESTIMONIAL TREE, ZOCCAM APP, & TEAM HUB	18
THE CARDINAL NEST	19
OUR PARTNERS	20
SUPPORT STAFF	23
34 CONVENIENT LOCATIONS	25

timeline



culture "We really do care about how to help Realtors® make money!"



Top Producers attend these sales meetings regularly for gathering and exchanging great advances in the technology world. Technology is changing every day and even Top Producers receive new tips. The newer REALTORS® get to hear how these Top Producers do what they do best. Samson Properties sales meetings are held the 1st and 3rd Wednesday each month from 9:45 a.m. -11:30 a.m. in Virginia offices and every second Wednesday of the month from 10:00 a.m.-11:30 a.m. in Maryland.

Watch live broadcasts of Samson Propertiessales meetings & events.

All live events are posted on the Cardinal Nest.

For questions, contact:

Marketing Department | marketing@samsonproperties.net







Agents enjoy the **Annual Samson** Family Festival!

100% COMMISSIONS FOR ALL REALTORS®

\$495 TRANSACTION FEE - UNTIL ATTAINING CARDINAL CLUB

YOU RECEIVE 100% COMMISSION FROM SAMSON PROPERTIES FOREVER. CLOSE YOUR TRANSACTIONS WITH OUR IN-HOUSE TITLE COMPANY IN ANY OF OUR 34 LOCATIONS.



The Cardinal Club

\$3 MILLION OR 8 TRANSACTIONS IN THE MOST RECENT 12-MONTH PERIOD = NO TRANSACTION FEES FOR LIFE

\$50/MONTH FEE FOR ALL REALTORS® \$345 BROKERAGE FEE ON ALL TRANSACTIONS - CLIENT PAID

When working with Buyers

- · You are permitted to give any cash back you desire
- · You can't advertise more than 1% cash back

When working with Sellers

- · You MUST give out at least 2.5% in BrightMLS
- · You can list the home for whatever percentage you would like
- You can't advertise less than 4.5%

Referrals

- 100% splits for in-office referrals
- · Out of office referrals 90/10 split with a max of \$345 to Samson

Rental

- No brokerage fee
- Tenant Rep. Agents keep 100%
- Rental listing Rep. 92.5% to agent, 7.5% of one month's rent to Samson

Commercial Commission Split: 90%/10% - NO broker fee

locations & growing

34 Samson Properties Locations

VIRGINIA

- Alexandria
- Arlington
- · Bealeton
- · Bethesda
- Chantilly
- Culpeper
- Fairfax
- Fredericksburg
- Gainesville
- · Lake Ridge
- · Leesburg
- · Locust Grove
- McLean
- Montclair
- Reston
- Richmond
- Stafford
- Tysons
- · Vienna
- Winchester

MARYLAND

- · Bel Air
- · Bowie
- · Clarksville
- · Columbia
- Frederick
- Gaithersburg
- Kensington
- · National Harbor
- · Silver Spring
- Waldorf
- · White Marsh

WASHINGTON, DC

- · DC Noma
- · DC Farragut



WEST VIRGINIA

· Charles Town

We're constantly growing . . .



- From 1000 to 5000 agents in the last four years
- Added 1350 REALTORS® in 2021–70% came from current agent referrals

Drop-in & Runners

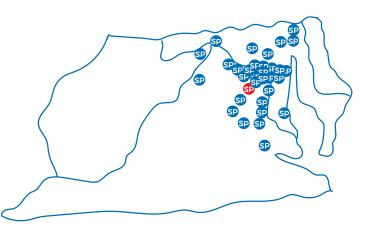
- · FREE Drop-in desks and printers available for use at all locations
- · FREE Runners for helping with errands and deliveries

Full management and broker support at all times

Private offices available \$150-600 per month

Do you know REALTORS® interested in joining us?

• Earn \$500 for each agent you refer who joins the company!





... and going

- ·2019-3.8 Billion in Sales Volume
- ·2019—8.759 Total Transactions
- ·2020-5.6 Billion in Sales Volume
- ·2020—12.359 Total Transactions
- ·2021–9.6 Billion in Sales Volume
- ·2021–20.240 Total Transactions
- ·2022—\$8.4 Billion in Sales Volume
- ·2022-16,645 Total Transactions



A COMPREHENSIVE TECHNOLOGY PLATFORM TO PUT YOUR BUSINESS GROWTH ON AUTOPILOT

- **CUSTOM WEBSITES:** Customizable websites with real-time IDX home search, rich community pages, home valuation pages and more to maximize lead capture.
- **LEAD ENGINE:** The most comprehensive and effective lead generation tools available allow you to generate new leads organically or supercharge results with built-in paid advertising.
- **SMART CRM:** A.I. driven lead validation & scoring, plus automated follow up via email, text, and phone, take the guesswork out of staying in touch.
- MARKETING SNAPSHOT REPORTS: Set up your clients and/or anyone in your CRM to get branded market reports monthly from you. Bringing them the information they desire in a professional way brands you as their go to REALTOR®.
- MARKETING AUTOPILOT: Behavioral nurturing delivers unique, relevant and timely content automatically, driving up to 10X higher engagement across both new leads and personal SOI contacts.
- LISTING MANAGEMENT & MARKETING: Seamlessly manage all your listings from one central location with built in social media marketing to maximize exposure while capturing new leads
- **LISTING ACTIVITY REPORTS:** Get market information on how many hits each of your listings are getting on the top Real Estate websites. Your site, Realtor.com, Zillow, Trulia, and be able to send that report to your seller clients automatically.
- **BRANDED MOBILE APP:** CRM app & built in Mobile Dialer prompt conversations with both new leads and SOI Contacts based on recent activity. When you click your smart mobile dialer, it will give you "smart" suggestions on action items, who to contact and why.
- **BRANDED CLIENT APP:** You can give the Mobile App to your clients, branded with your logo, your picture, however you want. They can search for homes, view market snapshots, etc.
- BRANDED OPEN HOUSE APP: A branded Open House App captures visitors while automatically kicking off follow-up campaigns.
- CORE LISTING MACHINE (see additional page)
- · CORE SOCIAL (see additional page)
- **SAMSON FACEBOOK ADS:** Samson Properties will send their ads through the kvCORE Property Boost platform. This will funnel all the leads automatically into your Smart CRM for automated follow up. This will also add all of the data into your listing activity reports to make you look even more like an amazing listing agent.
- MARKETPLACE: Dozens of seamlessly integrated add-on solutions like paid advertising, Property Boost lead generation, vanity domains and more allow you to customize the platform to meet the unique needs of you and your team.



DISCOVER EACH OF THE POWERFUL TOOLS INCLUDED IN YOUR

- **PROPERTY SITE**—Entire website dedicated to your listing with beautiful images and your agent info prominently displayed
- **LISTING VIDEO**—SEO-friendly YouTube video of your property with listing info and backlinks
- **SOCIAL MEDIA**—CORE ListingMachine leverages your followers on social media and turns them into leads.
- **LIVE CHAT FEATURE**—Allows you to real-time chat with a potential buyer on your property site
- PRINTABLE FLYER—A beautiful 8½" x 11" property flyer is automatically generated by CORE ListingMachine.
- **24 HR INFO LINE/SHORTCODE**—Personalized options that are easy to set up and easy to track
- **LEAD GENERATION**—ListingMachine gives you the tools to reach more people, obtain more leads, and sell your listings faster.
- **BATCH TEXTING**—Nurture your entire database of potential buyers at once by sending batch text messages announcing new listings and property updates.
- **OPEN HOUSE ANNOUNCER**—With the click of a button, you can easily add an open house announcement to your listing's property site.
- **E-POSTCARD**—Send an email that showcases your listing to all of your leads.
- **STATS**—Weekly stats for all your listings are delivered right to your inbox so you can see where traffic is coming from and what's working.













YOUR SOCIAL MEDIA, PERFECTED.

Let's face it, managing your social media is a chore. A drag. Just one more thing you have to do to stay on top of your game. And it's not like you don't have a bazillion other things pulling at you from every which way. If only there was a way to automate your social media with fresh, dynamic content that also generates leads and makes you look amazing.

Wouldn't you know it? There is. It's called CORE Social. It's an easy and cost-effective way to give your Facebook, Twitter and LinkedIn profiles some pretty great content, additional listings and new lead generation opportunities. PIXsocial makes you look like a social media guru without even breaking a sweat. (Do gurus actually sweat? Another time, another place.)



MY CONTENT

BRILLIANT CONTENT, CURATED JUST FOR YOU.

One of the hassles of social media is that you always need interesting things to share with your friends and followers. Effective social media takes time to manage, and it's always hungry.

CORE Social saves you time with My Content. We have a team of content curators (or, as we like to call them, actual humans) who scour the internet looking for interesting stuff to fill your social media.

You pick the topics you're interested in (from fifteen different categories) and decide how often to post the content (up to four times a week). PIXsocial then automatically posts a steady stream of relevant content based on your preferences. You get more clicks, likes and conversations as you magnify your social media presence.

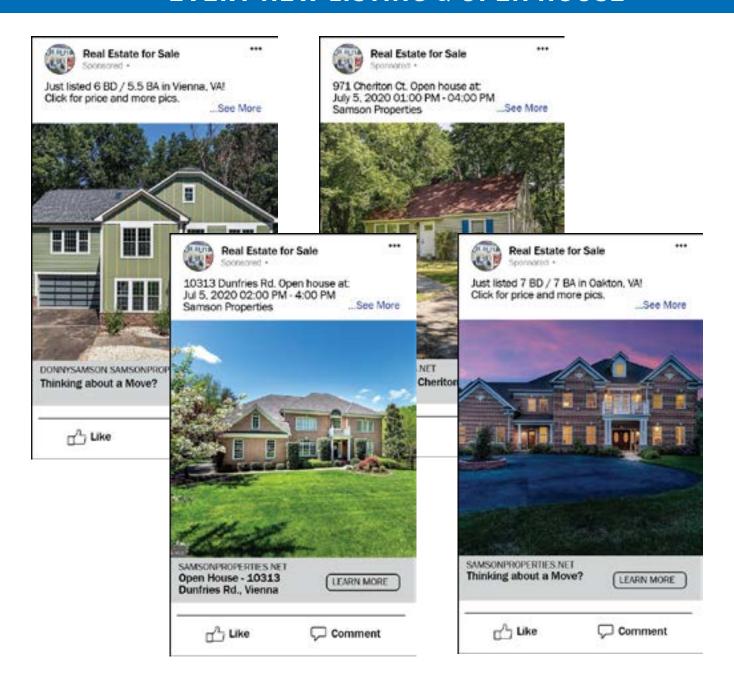


TOPICS INCLUDE

- · Real Estate
- Architecture
- · Interior Design
- · Finance/Economy
- Technology
- · Buying/Selling Tips
- · Home Improvement
- · Unique Properties
- · Travel
- · DIY
- · Lifestyle
- Mortgage
- · Food
- · Housing Market
- · Photography

FREE PROPERTY ADS ON FACEBOOK THROUGH KVCORE

A FREE FACEBOOK AD FOR **EVERY NEW LISTING & OPEN HOUSE**



ALL LEADS ARE SAVED INTO YOUR DATABASE SET TO FOLLOW UP AND NURTURE CUSTOMERS.

print center

FULL-SERVICE, IN-HOUSE PRINT CENTER

Use postcards, flyers, brochures, or newsletters for any type of promotion. Think of the ways you can use these to promote yourself and your business. Just browse the free marketing design templates and then customize them yourself, or work with our marketing staff to help you create your customized print marketing for free. You create a one-of-a-kind design that is sure to stand out.

STANDARD

Full-color on regular stock with a white border (no bleeds)

PREMIUM

Full-color gloss cover, design bleeds off page









AGENT POSTCARDS

Full-color, large 8½ in. x 5½ in. front and back postcards—addressed with postage, taken to post office, and mailed.

STANDARD

PREMIUM

200 **FREE** postcards

200 postcards at \$0.10 each

(per Just Listed/Just Sold)

200 **FREE** postcards

200 postcards at \$0.10 each

(per Open House sent to renters)

\$0.65 / color MAILED

\$0.75 / color MAILED

\$0.20 / color not mailed

\$0.30 / color not mailed

FLYERS

Full-color 8½ in. x 11 in. front and back flyers

STANDARD

PREMIUM

FREE flyers per listing Prefer 30 at a time

\$0.50 / color flyer

print center





BROCHURES

Full-color 8½ in. x 11in. front and back brochures. folded and stapled as necessary

STANDARD

FREE brochures

Prefer 30 at a time

PREMIUM \$1.50 / 4-pg. color **MAILED**

\$0.75 / 4-pg. color not mailed

\$1.00 / 8-pg. brochure not mailed

MONTHLY NEWSLETTERS

4-page, full-color newsletter: address, postage, delivered to post office and mailed.

PREMIUM

\$1.50 / color MAILED

\$0.75 / color not mailed

BOOKLETS

Full-color 8½ in. x 11 in. booklets from 12 pages up to 28 pages in multiples of 4 pages. Premium booklets are printed on lighter, non-gloss paper with a premium card stock cover.

PREMIUM

\$0.15 / color page

USE OUR FREE TEMPLATES FOR A COORDINATED LOOK







AGENT SERVICES TEAM

CHANGE IS HARD.

Our Agent Services Team is here to make it easy. They will get you connected with Samson resources, staff, support, and make you a part of the Samson Family!

From the moment you join Samson, your Agent Service Specialist will be there to answer your questions and support you in your real estate journey!

OUR TEAM OF IN-HOUSE TRAINERS OFFER FREE TRAINING

- · Social Media
- kvCORE
- · SkySlope
- · BrightMLS
- · Personal Branding
- · Headshots and Videos
- Postcard/Flyer/Brochure Template
- Marketing
- Sales Contract and Addenda
- Open Houses
- · Lead Generation
- Predictive Analysis
- · Commercial Real Estate

- · Geo-Farming
- · Cardinal Title Tips
- · How to Win a Bid
- Listing Presentations
- Financing 101
- · Jump Start Classes
- Masterminds
- Prospecting
- Samson Samurai
- · Buyer Series
- · Seller Series
- Business Basics

COULDN'T MAKE THE LIVE CLASSES?



WATCH 250+ HOURS OF ONLINE TRAINING VIDEOS ON SAMSON UNIVERSITY.

coaching & mentor programs

FREE COACHING PROGRAM

Are you ready to take your business to the next level? Samson provides our agents with free coaching and accountability. Our company-provided Coaches help and guide our agents through goal setting, business strategy, development of business processes and procedures, prospecting methodologies, and more. The Coaches meet with agents on a regular basis as defined by what each agent needs. They won't do your work for you, but they will help you figure out what you need to do and how you need to do it.

ACCOUNTABILITY IS THE KEY TO YOUR SUCCESS! ARE YOU READY FOR YOUR BUSINESS TO GROW?



MENTOR PROGRAM

A mentorship is REQUIRED unless you have closed 2 Buys and 1 Listing in the last 3 years.

1-ON-1 AND GROUP TRAINING

- Open House classes
- Assist you in identifying and how to prepare for Open Houses
- Marketing and lead generation training
- Commission split on 1st listing: 60% REALTOR®, 40% mentor
- Commission split on 1st buyer-side sale: 60% REALTOR®, 40% mentor
- Commission split on 2nd buyer-side sale: 70^o REALTOR[®], 30^o mentor

HOW-TO: BUYER REPRESENTATION

Mentor will be with you for buyer representation from start to settlement

- · Identify and prepare for an Open House
- Contract education: Assist with contract writing and discuss contract checklists and all required forms.

HOW TO: LISTINGS ROLE How to market for listing opportunities

Assist in preparation and go to your listing appointment with you

Assist with every aspect of the contract through settlement

lead generation

KEEP YOUR SIGN LEADS!

Stop losing your sign call leads to the front desk.

How many leads per year are you losing? With Samson Properties, your phone number is the most visible number on your sign.

FREE sign templates are available for various styles and sizes. Signs can be ordered through one of our trusted partners.



FREE

LEAD GENERATION WHEN YOU JOIN

- FREE—Coaching, training, C.E., and mentorship
- FREE—1-on-1 Social Media & Technology training
- FREE—Headshots and personal branding videos
- **FREE**—300 large color postcards mailed to sphere of influence announcing you've joined Samson Properties
- **FREE**–200 large color postcards mailed to renters for every open house
- **FREE**—200 Just Listed postcards
- **FREE**—F&O insurance
- FREE—Skyslope: state-of-the-art transaction management platform
- FREE—Testimonial Tree: the leading online reputation management software
- FREE—Facebook ad for every listing
- **FREE**—Facebook ad for every open house

- **FREE**—Custom Websites
- FREE—Single Property Website for each listing
- FREE—Lead Generation Engine
- FREE—Smart CRM
- FREE-Marketing Snapshot Reports
- FREE—Marketing Autopilot
- FREE—Listing Management & Marketing
- FREE—Listing Activity Reports
- FREE—Branded Mobile Apps
- FREE—Branded Agent Apps
- FREE—Branded Open House App
- FREE—CORE Listing Machine
- FREE—CORE Social
- FREE—kvCORE Marketplace

showingteam, samson solutions, & instant offers



This app was created for REALTORS® by REALTORS® to alleviate those stressful moments when business calls but you have another commitment. The concept of the app is simple, if you need a fellow agent to:

- · Show a home on your behalf
- · Hold an open house **OR**
- · Help in any other real estate capacity

Simply log into the app, follow the easy prompts to post a job (along with the amount you are willing to pay), and voilá, your job will be picked up by one of our trusted trained agents within our own company. Piece of cake!



Samson has partnered with Curbio to give you the tools to help your sellers prepare their property for the market! Curbio handles all the renovations and repairs for your clients' home - whether they're big projects or small—with the flexibility to defer payment until the property is sold!



WE HAVE OUR OWN INSTANT OFFERS COMPLETE SELLERS SOLUTION PACKAGE

This program allows you to offer sellers 3 SALE SOLUTIONS:



Regular Market Sale



Bridge Solution



Instant Offer Solution

You can now advertise that you have a "Sell Program" that will attract a wider variety of clients, making you more successful in every seller scenario! Get paid full commissions on all Bridge or Instant Offer solutions.

concierge: listing marketing package

Cost can be deducted from commission at closing, need to add in your commission disbursement

Cather listing documents and upload to SkySlope		
Contact agent's preferred signpost installation company to order signpost, and brochure holders at agent's request		
Contact agent's preferred photographer to schedule and coordinate property shoot (Agent should provide the coordinator with a window of time that works best for them and their seller.)		
Enter Listing into Bright MLS (Agent needs to provide details on the property and agent will publish listing at their convenience.)		
Updating Showing Schedule through Showing time or alternative showing Schedule		
Scan and upload docs to MLS Listing—Disclosures, Conveyance Sheet, Plats, Floor Plans		
Update Sentrilock by assigning the lockbox to the property		
Ensure that kcCORE landing page is up and running		
Create a 4-page brochure		
Create a 1-page or 2-page flyer		
Send runners to deliver marketing materials, sign riders, or install lockboxes to the property		
Create and send open house postcards		
Create and send just listed postcards		
Create and send just sold postcards		
Create customized targeted Facebook ad with image slide show (additional price to the agent)		
Link kvCORE to agent's social media platforms		
Create Twitter and Linkedin posts for the listing published through kvCORE		
Ensure kvCORE listing materials are linked/published		
Provide the agent with marketing reports from their campaigns		
Send runners to remove items from the property if needed		
Change status in MLS		
Order sign post down		
+ Transaction Coordination		







ALL ADDITIONAL SERVICES AND MATERIALS THROUGH EXTERNAL COMPANIES WILL BE PAID BY YOU.

concierge: transaction coordinator package

\$150 PER TRANSACTION

Cost can be deducted from commission at closing, need to add in your commission disbursement

Confirm all paperwork is signed and initialed	
Send intro. email to lender, title, and both agents)
Request any info sheets from title company and send to client for completion	
Fill out and submit EMD paperwork	
Order HOA/Condo docs and ensure delivered to client per contract	
Notify agent via email of all contingencies, walk-through, and settlement dates)
Schedule inspections (home inspection, radon, well and septic, termite—2 weeks before closing)
Alert client and other agent of the upcoming inspections)
Get utility information from seller and send to buyer	
Fill out commission disbursement in SkySlope, have agent confirm all is correct)
Confirm who is purchasing the home warranty and order if needed)
Follow up with agent and parties related to the "Sales Contingencies" and send notifications to agents when the contingencies are completed	
Confirm termite inspection is completed and send to client and title company—2 weeks before closing)
Send weekly updates on Friday of status of the file and anything upcoming the client needs to do)
Gather all Home Inspection receipts and match with Home Inspection removal form	
Make sure all paperwork is up to date on SkySlope)
Schedule settlement and walk through with client and confirm with the other agent	
Prepare and send settlement letter to client with what to bring to closing and where to go	
Review CD to make sure all credits, commissions, and fees are included—confirm with agent	
Add CD to SkySlope and close out file)
Enroll your client in the Client Follow-up Program—23 mailings throughout the next 5 years (\$26.50 optional)	

concierge: a la carte services

Contact Casey Sharp to get started with your a la carte pieces today. All costs paid up front with your credit card on file.



MARKETING ITEMS

- Print Material Package
- · Social Media Package
- Individual Print items—varying prices all prices are for the creation, agent pays for printing and mailing)
- Agent Newsletter—modifying and creating with custom content

SKYSLOPE

- Skyslope—Listing agreement, Buyers Agreement, Sales Contract, all forms needed for that transaction (agent must track down the forms)
- Creating Transaction and filling out Commission Disbursement form

KVCORE

- Set up your kvCORE account and connect it to your social media channels
- Push through new listings to your social feeds, make sure listing website is created and all leads are going back to agents kvCORE CRM
- Create a custom URL for the home, change listing website to the URL and order a rider for the sign of the listing

GRAPHIC DESIGNA LA CARTE

- · Cost billed to credit card on file
- For \$30 per hour receive custom designs for your own logos, signs, newsletters, postcards, brochures, web graphics, banners, and more.





testimonial tree, zoccam app, & team hub

TESTIMONIAL TREE



Testimonial Tree is the leading online reputation management company. Our testimonial software makes it easy for you to collect authentic testimonials from your happy customers and automatically share the best stories online to attract new customers.

ZOCCAM APP



QUICK, RELIABLE, AND SECURE MOBILE DEPOSIT FOR EMD CHECKS AT YOUR FINGERTIPS! Zoccam takes security risks out of the transaction by eliminating potential fraud for the buyer, seller, agent, and broker.

- · Unlike wire transfers, ZOCCAM does not show account numbers.
- · Checks are encrypted from capture to delivery and images are not stored on the phone
- · ZOCCAM uses encrypted handshakes and tokens.
- · Multi-Factor Authentication and Secure 2048-bit encryption



TeamHub is the page on The Cardinal Nest devoted to all things team-related.

AT SAMSON, WE LOVE TEAMS

- The collaboration, the opportunity to learn and grow as a professional agent, and then enhanced personal accountability are all part of what makes being a member of a real estate team valuable.
- Teams help many agents get leads, offer mentorship, and provide hand-holding when needed!
- Many agents in our company are interested in joining a team, and many of our teams want to grow!
- TeamHub was created to help Teams showcase their unique energy and style all while helping Realtors who are interested in joining a team find the RIGHT fit!

Being part of a team at Samson is also a fast track to The Cardinal Club! Did you know that if your team leader is a Cardinal Club member, you automatically become a Cardinal Club member too! That means you NEVER pay transaction fees ever again and you keep 100% of your commission for your entire career! (minus team splits)

THE ULTIMATE SAMSON PROPERTIES RESOURCE FOR YOUR REALTOR® NEEDS



An **intranet website** that offers everything you need to succeed in your real estate business.

Agents & Staff Directory

Announcements—Keep up-to-date on the latest company news

Calendar—Detailing all Samson Properties' events and trainings

Contractors—Vendors to work with from moving companies, to appraisers and inspectors

Education—250+ hours of training videos, Mentoring Program, classes, seminars, workshops, and more

Message Board—An intra-company bulletin board system to share experiences, ask questions, write reviews, and communicate with fellow REALTORS®

Office Locations—Map and information about our 34 offices in Virginia, D.C., West Virginia and Maryland

Print Center—Create custom presentations, download printing templates, and access Print Center prices and online ordering at your fingertips

Resources—Documents, forms, printing templates, company logos all in one place, easily searchable

Samson Shop—Order Samson Properties promotional items

Teams Page—Advertise your team to recruit new agents or virtually interview all of our teams to find the best fit for you

AT YOUR FINGERTIPS . . .

ORIENTATION

CHEATSHEET

TOP AGENT RESOURCES

CONCIERGE SERVICES

LISTING PRESENTATION

BUYER & SELLER GUIDES



our partners



Cardinal Title Group is your in-house real estate settlement services company for residential and commercial clients in Virginia, Maryland, West Virginia and D.C.—with the most competitive rates in the industry. We are happy to accommodate closings at any of the Samson/Cardinal offices. If you or your clients need settlement to take place at a location other than one of our offices, please reach out to us and we will do everything in our power to accommodate.

We strive to ensure your transaction is smooth and flawless—and stand behind our work. Find out how our professional and dedicated team will serve your settlement needs. Feel free to reach out to Reid Hubbard with questions, ideas, and/or comments. Once you have a ratified contract and are ready to submit it to Cardinal Title, please send it over to us via email.

VIRGINIA AND WEST VIRGINIA contracts@cardinaltitlegroup.com

MARYLAND mdcontracts@cardinaltitlegroup.com

WASHINGTON, D.C. dccontracts@cardinaltitlegroup.com

Chair at plant and a second and



THE WAY REAL ESTATE CLOSINGS SHOULD WORK It's time to simplify your real estate closing with an end-to-end experience that's straightforward and secure.

Home Team Advantage

SETTLEMENTS AT ALL 34 LOCATIONS

Management

CARRIE LINDSEY
PRESIDENT & ESQ.

REID HUBBARD
DIRECTOR OF OPERATIONS

reid@cardinaltitlegroup.com

bruce@cardinaltitlegroup.com

VA, WV

MANAGING ATTORNEY

MARY KOEHLER
PROCESSING MANAGER

ERIN BANNISTER
POST CLOSING MANAGER

GARRETT
MOONEY

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ebannister@cardinaltitlegroup.com
garrett@cardinaltitlegroup.com

MD, DC

BRUCE STERN

SETTLEMENT MANAGER

IFY OZOMAH
SUPERVISING ATTORNEY

AMANDA
PRZYBYL
POST CLOSING
ASSISTANT MANAGER

ify@cardinaltitlegroup.com
aprzybyl@cardinaltitlegroup.com

bruce@cardinaltitlegroup.com

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Lisa Perry NMLS ID #276329 540-273-2733 ARLINGTON Myles Wilson NMLS #1255120 804-502-1201 BEALETON Jerry Berry NMLS # 109657 703-618-2428 BEL AIR Samantha Bowie NMLS ID #246850 240-304-8218 BOWIE Samantha Bowie NMLS ID #246850 240-304-8218 CHANTILLY Rob McElroy NMLS ID #20408 703-201-9393 Ken Byrne NMLS ID #187129 703-927-4456 Liz McElroy-Filan NMLS ID #659461 703-856-7247 Mike Filan NMLS ID #659409 703-899-8720 Peyton Mahaffey NMLS ID #2102123 703-623-7889 CHARLES TOWN Curtis Scott NMLS ID #218037 410-336-1144 COLUMBIA John Russell NMLS ID #218037 410-336-1144 COLUMBIA John Russell NMLS ID #218037 410-336-1144 CULPPER Liz McElroy-Filan NMLS ID #218037 410-336-1144 CULPER Liz McElroy-Filan NMLS ID #218037 470-3-203-7889 Rob McElroy NMLS ID #2102123 703-856-7247 FAIRFAX Peyton Mahaffey NMLS ID #2102123 703-203-7889 Rob McElroy NMLS ID #20408 703-201-9393 FREDERICK Ben Robles NMLS ID #20408 703-201-9393 FREDERICK Ben Robles NMLS ID #209875 240-556-5319 John Cataliotti NMLS ID #189366 301-437-1183 Mirela Quito NMLS ID #100001 571-303-0209 Tom Wessel NMLS ID #10322 301-758-2929 FREDERICKSBURG Aaron Simmons NMLS ID #239638 703-728-2812 Jerry Berry NMLS ID #109657 703-618-2428 GAINESVILLE Curtis Scott NMLS ID #205466 240-223-1705 MILS ID #205466 240-223-1705 MILS ID #205466 703-659-0096 GAITHERSBURG Ben Robles NMLS ID #205466 240-223-1705 MILS ID #205466 240-556-5319
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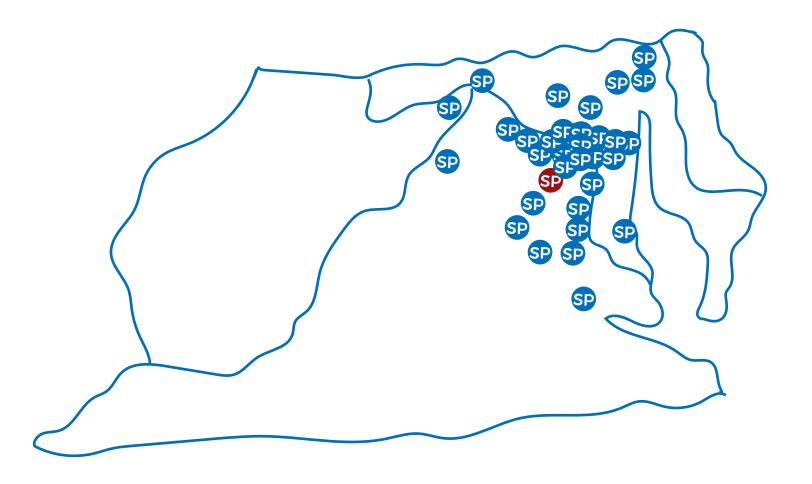
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