

**BE THE REALTOR®  
YOU WANT TO BE**

---

**SAMSON**  
P R O P E R T I E S



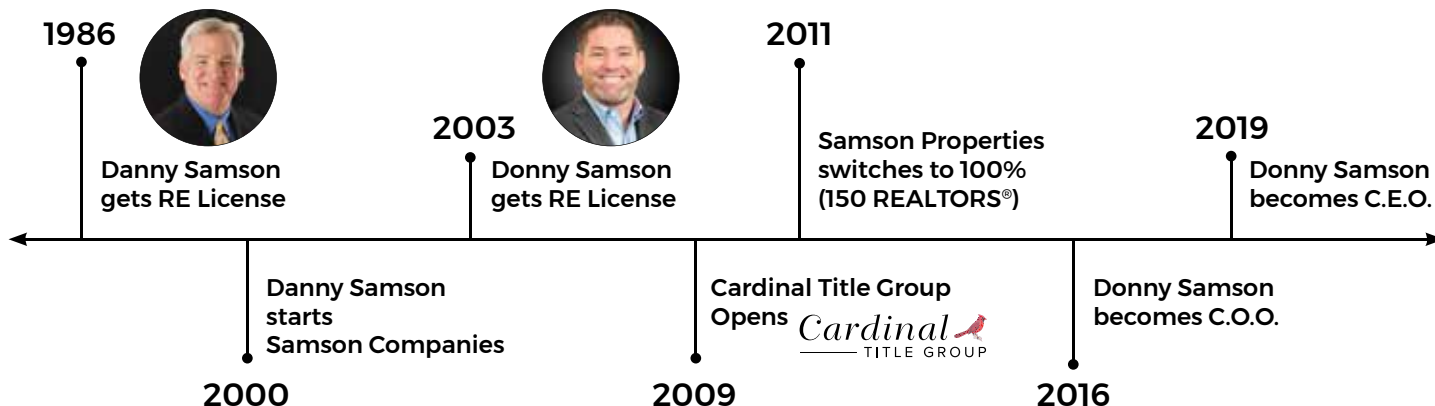
**LICENSED IN VA, MD, DC, WV, PA, DE | 703-378-8810 | JOINSAMSON.COM**

**More than 5000 Professional REALTORS® with a Family Touch**



<b>TIMELINE &amp; CULTURE</b>	<b>2</b>
<b>COMMISSIONS</b>	<b>3</b>
<b>LOCATIONS &amp; GROWTH</b>	<b>4</b>
<b>KVCORE</b>	<b>7</b>
<b>REAL SCOUT</b>	<b>8</b>
<b>PRINT CENTER</b>	<b>9</b>
<b>EDUCATION</b>	<b>11</b>
<b>COACHING &amp; MENTOR PROGRAMS</b>	<b>12</b>
<b>CONCIERGE: MARKETING PACKAGE</b>	<b>13</b>
<b>CONCIERGE: TRANSACTION COORDINATOR PACKAGE</b>	<b>14</b>
<b>CONCIERGE: A LA CARTE</b>	<b>15</b>
<b>LEAD GENERATION</b>	<b>16</b>
<b>SHOWINGTEAM, SAMSON SOLUTIONS, &amp; INSTANT OFFERS</b>	<b>17</b>
<b>TESTIMONIAL TREE, ZOCCAM APP, &amp; TEAM HUB</b>	<b>18</b>
<b>THE CARDINAL NEST</b>	<b>19</b>
<b>OUR PARTNERS</b>	<b>20</b>
<b>SUPPORT STAFF</b>	<b>23</b>
<b>33 CONVENIENT LOCATIONS</b>	<b>26</b>

# timeline



## culture “We really do care about how to help REALTORS® make money!”

**SAMSON**  
PROPERTIES

**BE NICE**  
PAY IT FORWARD  
**BE PROFESSIONAL**  
FAMILY  
**INTEGRITY**  
EDUCATION  
**GIVE BACK**  
INNOVATIVE



Join us at our information-packed sales meetings - every 3rd Wednesday

**Watch LIVE**  
on the Cardinal Nest



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 3rd Wednesday each month from 10:00 a.m.-11:30 a.m.

Watch live broadcasts of Samson Properties sales meetings & events.

All live events are posted on the Cardinal Nest.

For questions, contact:

Marketing Department | [marketing@samsonproperties.net](mailto:marketing@samsonproperties.net)

SAMSON FAMILY  
ANNUAL  
FESTIVAL

SAMSON  
CARES



Sign up for  
Volunteer  
Opportunities with  
Samson Cares!

# 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 33 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

## 33 Samson Properties Locations

### VIRGINIA

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

### MARYLAND

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

### WASHINGTON, DC

- DC Noma
- DC Farragut

### WEST VIRGINIA

- Charles Town

### Drop-in

- **FREE Drop-in desks and printers available for use at all locations**

### 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!**



## tiered rewards

*Silver* 9 transactions or less: **\$500**

*Gold* 10-19 transactions: **\$2,500**

*Platinum* 20-39 transactions: **\$5,000**

*Diamond* 40+ transactions: **\$10,000**

## We're constantly growing . . .

# 5000<sup>th</sup>

REALTORS®  
GROWING

- **From 1000 to 5000 agents in the last four years**
- **Welcome roughly 100 new family members per month**



## . . . 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—17,124 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)
- **CORE PRESENT:** Quickly creates customizable CMA presentation with real-time activity tracking.
- **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.

REAL ESTATE MARKETING AUTOMATION THAT WORKS.  
DISCOVER EACH OF THE POWERFUL TOOLS INCLUDED IN YOUR  
CORE LISTINGMACHINE MEMBERSHIP

- **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**—Listing Machine 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.)





The next-generation CMA and presentation builder CORE Present, helps you guide clients through an interactive and compelling price discussion. Create an engaging CMA in under a minute or build a fully customized, branded presentation with real-time activity tracking to ensure you win the deal.

# CHIME®

GET READY TO  
ACCELERATE YOUR  
BUSINESS GROWTH!

Automate marketing campaigns, boost your brand awareness, capture and convert more leads, all in ONE intuitive platform.



SAMSON  
PROPERTIES



Where agents and homebuyers  
search for a home together.

**FOR YOUR BUYERS,** it's an award-winning search platform that will keep them connected to you rather than shopping on sites like Zillow or Redfin, and makes searching for a home with your clients much easier and more effective.

**FOR YOUR SELLERS,** you'll be able to use all the real-time buyer demand data to keep your prospects and sphere of influence up-to-date with the market, and win more listings, and sell listings more effectively.



# FREE PROPERTY ADS ON FACEBOOK THROUGH KVCORE

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

The image displays four Facebook advertisements for real estate listings, arranged in a 2x2 grid. Each ad is a sponsored post from 'Real Estate for Sale' and features a property photo, listing details, and a call to action.

- Top Left Ad:** Features a green house. Text: "Just listed 6 BD / 5.5 BA in Vienna, VA! Click for price and more pics. ...See More".
- Top Right Ad:** Features a yellow house. Text: "971 Cheriton Ct. Open house at: July 5, 2020 01:00 PM - 04:00 PM Samson Properties ...See More".
- Bottom Left Ad:** Features a brick house. Text: "10313 Dunfries Rd. Open house at: Jul 5, 2020 02:00 PM - 4:00 PM Samson Properties ...See More". Below the photo, it says "DONNYSAMSON.SAMSONPROP Thinking about a Move?". At the bottom, there is a "Like" button.
- Bottom Right Ad:** Features a large brick house at night. Text: "Just listed 7 BD / 7 BA in Oakton, VA! Click for price and more pics. ...See More". Below the photo, it says "SAMSONPROPERTIES.NET Thinking about a Move?". At the bottom, there are "Like" and "Comment" buttons.

Each ad also includes a "Learn More" button at the bottom right of the photo area.

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

## 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







**BROCHURES**

Full-color 8½ in. x 11 in. 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
- Postcard/Flyer/Brochure Template
- Marketing
- Sales Contract and Addenda
- Open Houses
- Lead Generation
- Predictive Analysis
- Commercial Real Estate
- Real Scout
- Geo-Farming
- Cardinal Title Tips
- How to Win a Bid
- Listing Presentations
- Financing 101
- Jump Start Classes
- Masterminds
- Prospecting
- Buyer Series
- Seller Series
- Business Basics
- CMA's

### COULDN'T MAKE THE LIVE CLASSES?



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

**[SAMSONUNIVERSITY.NET](https://samsonuniversity.net)**



# coaching & mentor programs

## COACHING PROGRAM

Are you ready to take your business to the next level? Samson provides our agents with 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% REALTOR®, 30% 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

# concierge: listing marketing package

PACKAGE COST WILL BE DEDUCTED FROM COMMISSION AT CLOSING



1. Gather signed listing documents from Agent and upload to SkySlope	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
2. Contact Agent's preferred signpost installation company to order signpost and brochure holder (at Agent's request).		<input type="radio"/>	<input type="radio"/>
3. Contact Agent's preferred photographer to coordinate property shoot and additional services as determined by Agent. The Agent should provide the Concierge Specialist with a window of time that works best for them and their seller(s).		<input type="radio"/>	<input type="radio"/>
4. Enter the listing into the MLS. Agent needs to provide all listing details on the property and is responsible for proofing the listing prior to publication.	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
5. Update property showing schedule through ShowingTime	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
6. Upload docs to the MLS listing - disclosures, conveyance sheet, plats, floor plans, Cardinal Title flyer, etc..	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
7. Update Sentrilock by assigning the lockbox to the property.	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
8. Ensure that the Agent's kvCORE account is active and that the property website has been created and posted to the Agent's Facebook account.		<input type="radio"/>	<input type="radio"/>
9. Create property brochure and send to Print Center. (First 30 standard brochures are free.)	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
10. Create property flyer. (Flyers can be printed by the Agent at any office location.)	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
11. Create and send 200 Open House postcards. (First 200 standard postcards are free.)		<input type="radio"/>	<input type="radio"/>
12. Create and send 200 Just Listed OR 200 Just Sold postcards. (First 200 standard postcards are free.)		<input type="radio"/>	<input type="radio"/>
13. Change listing status in the MLS at Agent's direction.		<input type="radio"/>	<input type="radio"/>
14. Order signpost removal.		<input type="radio"/>	<input type="radio"/>
15. + Transaction Coordination Package			<input type="radio"/>

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

# concierge: transaction coordinator package



## PACKAGE COST WILL BE DEDUCTED FROM COMMISSION AT CLOSING

**\*\*Contract to close** - this package covers services from the time to ratified contract through settlement.

1. Confirm all paperwork is fully signed and initialed. Submit paperwork in SkySlope.
2. Send introductory email to the lender, title company, cooperating agent, and Samson client.
3. Request any information sheets from the title company and send to client for completion.
4. Fill out and submit EMD confirmation paperwork.
5. Order HOA/condo documents and ensure delivery to client per contract.
6. Note all contingencies, walk-through, and settlement dates. Email the Agent with reminders.
7. Schedule inspections with preferred vendor (home inspection, radon, well & septic, termite) as directed by the Agent.
8. Notify the Agent and cooperating agent of upcoming contingencies.
9. Facilitate the exchange of utility information between the clients.
10. Fill out the commission disbursement form, send for Agent's signature, and submit in SkySlope.
11. Confirm who is purchasing the home warranty, order if needed, and send to title company.
12. Send notifications to Agent and cooperating agent as contingencies are completed.
13. Confirm termite inspection is completed and sent to client and title company 2 weeks prior to closing.
14. Send updates on the files status and note any outstanding tasks that require attention.
15. Gather all repair receipts and matching with home inspection removal form.
16. Schedule settlement date and walkthrough with client and confirm with cooperating Agent.
17. Prepare and send settlement letter to client with what to bring to closing and date/time/location.
18. Review CD to ensure all credits, commissions, and fees are included and confirm with Agent.
19. Add ALTA/HUD to SkySlope post-closing.
20. Enroll your client in the Client Follow Up program - 23 mailings throughout the next years (\$26.60 optional addition).

# concierge: a la carte services

Contact our Concierge Coordinator 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, sending documents  
for signatures and submitting all required  
paperwork.

## 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 DESIGN A 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.





## 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 and C.E.

**FREE**—1-on-1 Social Media & Technology training

**FREE**—Headshots

**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**—E&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**—Real Scout App

**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**—CORE Present

**FREE**—kvCORE Marketplace

**FREE**—kvCORE Marketplace

**FREE**—Chime tech stack

# 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 voilà, 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!

## SAMSON INSTANT OFFERS

WE HAVE OUR OWN INSTANT OFFERS COMPLETE SELLERS SOLUTION PACKAGE

This program allows you to offer sellers **3 SALE SOLUTIONS:**

1

Regular Market Sale

2

Bridge Solution

3

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.

## 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!
- Using Chime technology, you can manage and monitor your teams success.

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 33 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 . . .

LIVE WEEKLY  
UPDATES

SALES MEETING

## 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](mailto:contracts@cardinaltitlegroup.com)

**MARYLAND** [mdcontracts@cardinaltitlegroup.com](mailto:mdcontracts@cardinaltitlegroup.com)

**WASHINGTON, D.C.** [dccontracts@cardinaltitlegroup.com](mailto:dccontracts@cardinaltitlegroup.com)

**CARDINAL TITLE PLLC + WV CONTRACTS** [contracts@cardinaltitlepllc.com](mailto:contracts@cardinaltitlepllc.com)



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 33 LOCATIONS

## MANAGEMENT

**CARRIE LINDSEY**  
PRESIDENT & ESQ.

[carrie@cardinaltitlegroup.com](mailto:carrie@cardinaltitlegroup.com)

**REID HUBBARD**  
DIRECTOR OF OPERATIONS

[reid@cardinaltitlegroup.com](mailto:reid@cardinaltitlegroup.com)

**BRUCE STERN**  
MANAGING ATTORNEY

[bruce@cardinaltitlegroup.com](mailto:bruce@cardinaltitlegroup.com)

## VA, WV

**MARY KOEHLER**  
PROCESSING MANAGER

[maryk@cardinaltitlegroup.com](mailto:maryk@cardinaltitlegroup.com)

**ERIN BANNISTER**  
POST CLOSING MANAGER

[ebannister@cardinaltitlegroup.com](mailto:ebannister@cardinaltitlegroup.com)

**GARRETT MOONEY**  
SETTLEMENT MANAGER

[garrett@cardinaltitlegroup.com](mailto:garrett@cardinaltitlegroup.com)

## MD, DC

**BRUCE STERN**  
MANAGING ATTORNEY

[bruce@cardinaltitlegroup.com](mailto:bruce@cardinaltitlegroup.com)

**IFY OZOMAH**  
SUPERVISING ATTORNEY

[ify@cardinaltitlegroup.com](mailto:ify@cardinaltitlegroup.com)

**AMANDA  
PRZYBYL**  
POST CLOSING  
ASSISTANT MANAGER

[aprzybyl@cardinaltitlegroup.com](mailto:aprzybyl@cardinaltitlegroup.com)

**CARDINAL TITLE GROUP LLC**

14291 Park Meadow Drive, Suite 400 | Chantilly, VA 20151-2225

Phone: 703-896-5005 | Fax: 703-896-5003

[info@cardinaltitlegroup.com](mailto:info@cardinaltitlegroup.com)



# FIRST HERITAGE

M O R T G A G E

ALEXANDRIA		
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 #65906	703-659-0096
CLARKSVILLE		
Mike Carney	NMLS ID #218037	410-336-1144
COLUMBIA		
John Russell	NMLS ID #216282	703-856-5188
Mike Carney	NMLS ID #218037	410-336-1144
CULPEPER		
Liz McElroy-Filan	NMLS ID #659461	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 #205466	240-223-1705
Mitch Morris	NMLS ID #209875	240-556-5319
John Cataliotti	NMLS ID #189366	301-437-1183
Mirela Quito	NMLS ID #1600001	571-303-0209
Tom Wessel	NMLS ID #110322	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 #65906	703-659-0096
GAITHERSBURG		
Ben Robles	NMLS ID #205466	240-223-1705
Mitch Morris	NMLS ID #209875	240-556-5319
John Cataliotti	NMLS ID #189366	301-437-1183
Tom Wessel	NMLS ID #110322	301-758-2929

LAKE RIDGE		
Ana Arana	NMLS ID #204145	703-283-7657
Ryan Hadley	NMLS ID #1760292	757-297-1236
Marisel Robbins	NMLS ID #1139928	301-910-0026
Mike Ott	NMLS ID #880587	703-216-1361
LEESBURG		
Ken Byrne	NMLS ID #187129	703-927-4456
LOCUST GROVE		
Aaron Simmons	NMLS ID #239638	703-728-2812
MCLEAN		
Nancy Birge-Jacobs	NMLS ID #322644	571-405-4738
Vivian Daniel	NMLS ID #1006920	703-447-9519
Will Jacobs	NMLS ID #182308	703-855-9451
MONTCLAIR		
Ryan Hadley	NMLS ID #1760292	757-297-1236
Taylor Gomez	NMLS ID #2140463	703-738-8815
NATIONAL HARBOR		
Kristina O'Neill	NMLS ID #187714	703-861-4665
Aaron Bell	NMLS ID #1416321	517-303-0191
Lisa Perry	NMLS ID #276329	703-273-2733
RESTON		
Jeanne Bidwell	NMLS ID #313615	703-217-0413
Vivian Daniel	NMLS ID #1006920	703-447-9519
RICHMOND		
Charles Aldinger	NMLS ID #1197073	804-292-2079
Lee Sansom	NMLS ID #322816	804-698-6457
Daniel Schulhafer	NMLS ID #1065901	804-698-6089
SILVER SPRING		
Ben Robles	NMLS ID #205466	240-223-1705
Mitch Morris	NMLS ID #209875	240-556-5319
John Cataliotti	NMLS ID #189366	301-437-1183
Tom Wessel	NMLS ID #110322	301-758-2929
STAFFORD		
Ryan Hadley	NMLS ID #1760292	571-257-2945
TYSONS CORNER		
Peyton Mahaffey	NMLS ID #2102123	703-203-7889
VIENNA		
Ryan Hadley	NMLS ID #1760292	757-297-1236
WALDORF		
Bruce Rider	NMLS ID #311915	410-610-7296
Jane Han	NMLS ID #182263	571-529-0561
WASHINGTON DC		
Aaron Bell	NMLS ID #1416321	703-282-4186
WHITE MARSH		
John Russell	NMLS ID #216282	240-575-1011
Nick Holtz	NMLS ID #1866752	443-962-3914
WINCHESTER		
Curtis Scott	NMLS ID #659506	703-659-0096

First Heritage Mortgage provides



OPEN HOUSE SHEETS | CO-BRANDED MARKETING MATERIAL  
PRE-QUALIFICATION LETTERS/FORMAL APPROVAL | BUYER CONSULTATION  
FIRST HERITAGE MORTGAGE, LLC Company NMLS ID# 86548 ([www.NMLSconsumeraccess.org](http://www.NMLSconsumeraccess.org))

All loan approvals subject to underwriting guidelines. Not all applicants will qualify. This is an advertisement and not a commitment to lend.

# our partners

**SAMSON**  
REFERRAL, LLC.

- \$250 annual fee
- 100% splits for in-office referrals
- Out of office referrals 90/10 split with a max of \$345 to Samson

**SAMSON**  
PROPERTY MANAGEMENT, LLC.



**BETH DUNN**  
703-447-2652  
[spm@samsonproperties.net](mailto:spm@samsonproperties.net)



**JEFF TAYLOR**  
703-909-2020  
[spm@samsonproperties.net](mailto:spm@samsonproperties.net)

**SAMSON**  
COMMERCIAL



**ALADDIN AL KATHERI**  
571-234-1370  
[akatheri@samsonproperties.net](mailto:akatheri@samsonproperties.net)  
Office/Retail/Land/Warehouse/Business



# support staff



**Danny Samson**  
Owner/Founder  
703-896-5869  
dsamson@samsonproperties.net



**Donny Samson**  
Chief Executive Officer  
703-896-5825  
donnysamson@samsonproperties.net



**Sarah Moorman**  
Chief Operating Officer  
703-378-8810  
sarahm@samsonproperties.net



**Joe Amatangelo**  
Chief Financial Officer  
703-899-5216  
jamatangelo@samsonproperties.net



**Mike Briggs**  
Managing Broker  
703-896-5821  
mike@briggsnova.com

# brokers



**VA ASSOC. BROKER**  
Steve Lefave  
703-599-1239  
slefave@samsonproperties.net



**MD PRINC. BROKER CLARKSVILLE PA BROKER**  
Kara Williams  
443-756-3067  
kara@samsonproperties.net



**DC PRINC. BROKER**  
Noble Davis  
202-409-6326  
ndavis@samsonproperties.net



**WINCHESTER**  
Lori O'Day  
703-399-5618  
lori@samsonproperties.net



**DE PRINC. BROKER**  
Ernesto Sorto  
703-338-6898  
esorto@samsonproperties.net



**MD ASST. BROKER FREDERICK**  
Kimberly Chen  
410-925-5722  
kchen@samsonproperties.net



**ARLINGTON**  
Wendy Dean  
571-677-2908  
wendy@samsonproperties.net



**FREDERICKSBURG**  
Jay Johnson  
540-273-0901  
jjohnson@samsonproperties.net



**WALDORF**  
Hal Wilson  
240-508-5222  
halandmavis@samsonproperties.net



**WALDORF**  
Mavis Wilson  
240-508-5223  
halandmavis@samsonproperties.net



**GAINESVILLE**  
Sam Hadman  
703-969-6803  
sam@thehardmanteam.com



**LAKE RIDGE**  
Chris Dinapoli  
571-921-9755  
cdinapoli@samsonproperties.net



**RESTON**  
Jon Querolo  
703-585-4900  
jquerolo@samsonproperties.net



**STAFFORD**  
Rich Degory  
540-621-9064  
rdegory@samsonproperties.net



**LEESBURG**  
Arslan Jamil  
571-242-0301  
arslan@thejamilbrothers.com



**MONTCLAIR**  
David Luckenbaugh  
703-680-2631  
dluckenbaugh@samsonproperties.net



**NATIONAL HARBOR**  
Jacqueline Boykin  
202-746-0908  
jboykin@samsonproperties.net



**BEALETON**  
Lee Sherbeyn  
540-878-3068  
dlsherbeyn@gmail.com



**GAITHERSBURG**  
Fernando Herboso  
240-426-5754  
fherboso@samsonproperties.net



**RICHMOND**  
Tyler Simmons  
tsimmons@samsonproperties.net



**CHANTILLY**  
David Werfel  
703-817-2723  
dwerfel@samsonproperties.net



**ALEXANDRIA**  
Jess Miller  
703-402-2966  
jmillier@samsonproperties.net



**BEL AIR**  
Barbara Prichard  
410-937-9390  
bprichard@samsonproperties.net



**COLUMBIA**  
Bunmi Akinyosoye  
202-650-8826  
bunmi@samsonproperties.net



**CHARLES TOWN**  
Nancy Williams  
304-279-2539  
nwilliams@samsonproperties.net



**COMMERCIAL VA, MD, DC**  
Aladdin Al Katheri  
571-234-1370  
alkatheri@samsonproperties.net



# support staff

## OFFICE ADMINISTRATION TEAM



Jessie Sanchez  
Licensed—MD, DC, PA, DE  
703-896-5009  
jsanchez@samsonproperties.net  
New Agent Account Setup



Giovanni Galindo  
703-896-5722  
ggalindo@samsonproperties.net



Tim Warren  
Billing  
703-378-8810  
billing@samsonproperties.net



Laura Wiant  
Accounting - Commission  
Specialist (Cardinal)  
703-378-8810  
lwiant@samsonproperties.net

## AGENT SERVICES TEAM



Richard Bridges  
Director of Agent Services  
571-480-1333  
rbridges@samsonproperties.net



Melissa Walsh  
Education Coordinator  
\$10 Million +, Alexandria,  
Chantilly, Leesburg  
mwalsh@samsonproperties.net



Bethany Durham  
Agent Service Team Manager  
\$10 Million +, Chantilly, Tysons,  
Vienna  
bdurham@samsonproperties.net



Catherine Carey  
Bel Air, Clarksville, Columbia,  
Delaware, Frederick, Silver Spring,  
White Marsh  
ccarey@samsonproperties.net



Shannon Behling  
Arlington, DC, Fairfax, McLean,  
Lake Ridge, Reston  
sbehling@samsonproperties.net



Lisa Thompson  
Bowie, Gaithersburg,  
National Harbor, Waldorf  
lthompson@samsonproperties.net



Lina Ayoub  
Bealeton, Charles Town,  
Culpeper, Fredericksburg,  
Gainesville, Locust Grove,  
Montclair, Stafford,  
Winchester  
layoub@samsonproperties.net



Tyler Simmons  
Richmond  
tsimmons@samsonproperties.net



Cassie Chrisman  
Charles Town  
304-930-5128  
cchrisman@samsonproperties.net

## CONCIERGE COORDINATOR



Casey Sharp  
703-896-5034  
csharp@samsonproperties.net

## OPERATIONS MANAGERS



Adrienne Torres  
Operations Manager  
703-896-5731  
atorres@samsonproperties.net



Stephanie Bryan  
Internal Operations Manager  
703-537-0788  
stephanie@samsonproperties.net  
Office contract and listing files  
Electronic contract and listing files

## TRAINING TEAM



Lynn Hamilton  
Lead Instructor  
619-813-6727  
lhamilton@samsonproperties.net



Stephanie Burke  
SkySlope Trainer  
703-953-3446  
sburke@samsonproperties.net



Lori O'Day  
kvCORE Instructor  
703-399-5618  
lori@samsonproperties.net

## MARKETING SERVICES TEAM



Cecille Tynes  
Director of Marketing  
703-376-8029  
ctynes@samsonproperties.net



Heather Ewen  
Marketing Coordinator  
hewen@samsonproperties.net



April Brown  
Graphic Designer  
703-817-2799  
abrown@samsonproperties.net



Brittany Bates  
Digital Engagement  
Communications Manager  
703-953-3484  
bbates@samsonproperties.net

**ALEXANDRIA**

Jess Miller  
703-402-2966  
jmillersamsonproperties.net

**ARLINGTON**

Wendy Dean  
571-677-2908  
wendy@samsonproperties.net

**BEALETON**

Lee Sherbeyn  
540-878-3068  
dlsherbeyn@gmail.com

**BEL AIR**

Barbara Prichard  
410-937-9390  
bprichardsamsonproperties.net

**BOWIE**

Carl Harper  
301-442-7677  
charper@samsonproperties.net

**CHARLES TOWN**

Nancy Williams  
304-279-2539  
nwilliams4wv@gmail.com

**CLARKSVILLE**

Kara Williams  
443-756-3067  
kara@samsonproperties.net

**COLUMBIA**

Bunmi Akinyosoye  
202-650-8826  
bunmi@samsonproperties.net

**CULPEPER**

Gary Harvey  
703-624-1313  
1313gary@gmail.com

**FAIRFAX**

Candyce Astroth  
703-853-7458  
candyceastrothperfectchoice.com

**FREDERICK**

Kimberly Chen  
410-925-5722  
kchen@samsonproperties.net

**FREDERICKSBURG**

Jay Johnson  
540-273-0901  
jjohnson@samsonproperties.net

**GAINESVILLE**

Sam Hadman  
703-969-6803  
sam@thehardmanteam.com

**GAITHERSBURG**

Fernando Herboso  
240-426-5754  
fherboso@samsonproperties.net

**LAKE RIDGE**

Chris Dinapoli  
571-921-9755  
cdinapoli@samsonproperties.net

**LEESBURG**

Arslan Jamil  
571-242-0301  
arslan@thejamilbrothers.com

**LEESBURG**

Saad Jamil  
703-508-1860  
saad@thejamilbrothers.com

**LOCUST GROVE**

Sheli Schneider  
540-760-6325  
sheli@simplychichs.com

**MCLEAN**

Kay Gwaltney  
703-657-3306  
kay@samsonproperties.net

**MONTCLAIR**

David Luckenbaugh  
703-680-2631  
dluckenbaughsamsonproperties.net

**NATIONAL HARBOR**

Jacqueline Boykin  
202-746-0908  
jboykin@samsonproperties.net

**RESTON**

Jon Querolo  
703-585-4900  
jquerolo@samsonproperties.net

**RICHMOND**

Tyler Simmons  
tsimmons@samsonproperties.net

**SILVER SPRING**

Travis Levi  
240-888-9867  
tlevi@samsonproperties.net

**STAFFORD**

Rich Degory  
540-621-9064  
rdegory@samsonproperties.net

**TYSONS & VIENNA**

Rolfe Kratz  
703-328-8979  
rkratz@samsonproperties.net

**TYSONS & VIENNA**

Todd Kolasch  
703-424-8532  
tkolasch@samsonproperties.net

**WALDORF**

Hal Wilson  
240-508-5222  
halandmavis@samsonproperties.net

**WALDORF**

Mavis Wilson  
240-508-5223  
halandmavis93@samsonproperties.net

**WASHINGTON, D.C.**

Noble Davis  
202-409-6326  
ndavis@samsonproperties.net

**WHITE MARSH**

Cheryl Youngbar  
cyoungbar@samsonproperties.net

**WINCHESTER**

Lori O'Day  
703-399-5618  
lori@samsonproperties.net

## convenient locations

Reach out to our helpful office contacts today!

Chantilly—HQ—SAMP1  
703-378-8810  
FAX 703-378-8890  
14291 Park Meadow Dr. Ste 500  
Chantilly, VA 20151

Alexandria—SAMP4  
6363 Walker Lane, Ste 130  
Alexandria, VA 22310

Arlington—SAMP24  
4720 Lee Highway Rd.  
Arlington, VA 22207

Bealeton—SAMP21  
6328 Catlett Rd  
Bealeton, VA 22712

Bel Air—SAMP32  
1403 Conowingo Rd.  
Bel Air, MD 21014

Bethesda—SAMP37  
16701 Melford Blvd. Ste 100  
Bowie, MD 20715

Bowie—SAMP16  
16701 Melford Blvd. Ste 100  
Bowie, MD 20715

Charles Town—SAMP35  
91 E Saratoga Drive  
Charles Town, WV 25414

Clarksville—SAMP22  
13390 Clarksville Pike  
Highland, MD 20777

Columbia—SAMP20  
8815 Centre Park Drive, Ste 330  
Columbia, MD 21045

Culpeper—SAMP10  
471 James Madison Hwy, Ste 102  
Culpeper, VA 22701

Fairfax—SAMP33  
3950 University Dr., Ste 209  
Fairfax, VA 22030

Frederick—SAMP29  
5202 Presidents Court, Ste 310  
Frederick, MD 21703

Fredericksburg—SAMP2  
1440 Central Park Blvd, Ste 210  
Fredericksburg, VA 22401

Gainesville—SAMP9  
13575 Heathcote Blvd, Ste 340  
Gainesville, VA 20155

Gaithersburg—SAMP13  
9801 Washingtonian Blvd,  
Ste 600  
Gaithersburg, MD 20878

Lake Ridge—SAMP5  
4500 Pond Way, Ste 100  
Lake Ridge, VA 22192

Leesburg—SAMP8  
1602 Village Market Blvd SE,  
Ste 255  
Leesburg, VA 20175

Locust Grove—SAMP11  
32345 Constitution Hwy  
Locust Grove, VA 22508

McLean—SAMP14  
6707 Old Dominion Dr., Ste 315  
McLean, VA 22101

Montclair—SAMP18  
16150 Country Club Dr, Ste 200  
Montclair, VA 22025

National Harbor—SAMP12  
6710 Oxon Hill Rd, Ste 460  
National Harbor, MD 20745

Reston—SAMP19  
1925 Isaac Newton Sq.  
Reston, VA 20190

Richmond—SAMP28  
2101 Libbie Lake East Street,  
Ste 145  
Richmond, VA 23230

Silver Spring—SAMP27  
8455 Colesville Rd.  
Silver Spring, MD 20910

Stafford—SAMP23  
95 Dunn Dr, Ste 200  
Stafford, VA 22556

Tysons—SAMP6  
8521 Leesburg Pike, Ste 300  
Tysons, VA 22182

Vienna—SAMP7  
361 Maple Ave, Ste 100  
Vienna, VA 22180

Waldorf—SAMP17  
10400 O'Donnell Place  
Waldorf, MD 20603

Washington, DC—SAMP25  
1140 Third Street, NE  
Washington, D.C. 20002

Washington, DC—SAMP36  
FARRAGUT  
1725 I Street, NW, Ste 125  
Washington, D.C. 20006

White Marsh—SAMP31  
6211 Greenleigh Ave  
Ste 100-125  
White Marsh, MD 21220

Winchester—SAMP26  
2 N. Kent St  
Winchester, VA 22601

# 33 SAMSON

## PROPERTY LOCATIONS

### VIRGINIA

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

### MARYLAND

Bel Air  
Bethesda  
Bowie  
Clarksville  
Columbia  
Frederick  
Gaithersburg  
National Harbor  
Silver Spring  
Waldorf  
White Marsh

### WASHINGTON, DC

DC Noma  
DC Farragut

### WEST VIRGINIA

Charles Town

## FOR MORE RECRUITING INFORMATION

### MARK LUBELEY

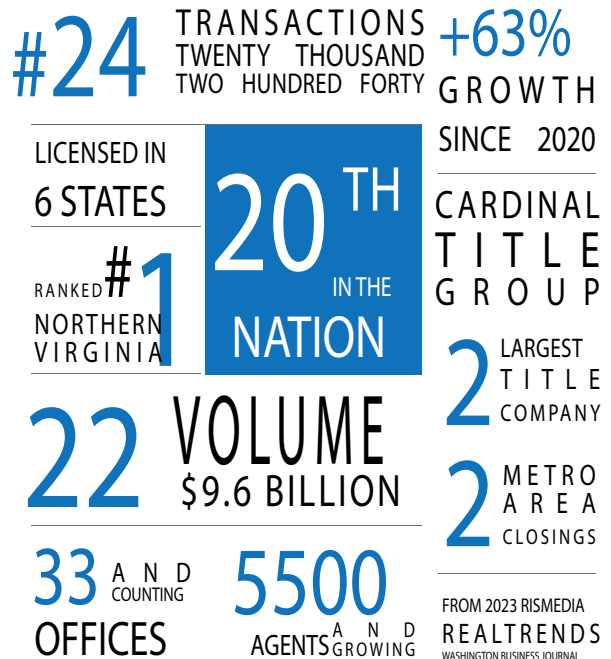
703-378-8810  
MLubeley@SamsonProperties.net  
JoinSamson.com

### GWEN FULLER

703-817-2401  
GFuller@SamsonProperties.net  
JoinSamson.com

THEFACTS2023

SAMSON  
PROPERTIES



### DONNY SAMSON

703-896-5825  
DonnySamson@SamsonProperties.net  
JoinSamson.com