

## AGENT PROFILE *Dan Kuhn*

# Agent puts focus on service

**D**an Kuhn has been in real estate for 11 years after making his third career change. Before the switch, he worked with IBM and then 10 years of customer service consulting.

“When that ended, I knew I was tired of commuting and traveling and wanted to work in my home town,” Kuhn said. “Real estate seemed to be a perfect match as customer service is a big component.”

He believes strongly that his experience in providing a high level of service to his customers sets him apart from his peers in the real estate business. After all, everything he has done in his working life has had a focus on service as it is what he loves to do.

Part of service to the customer is helping to educate them on what can and cannot be done, Kuhn said.

“It is true that sometimes the buyer doesn’t really know what they want, so we have to offer options that may take them out of their comfort zone,” he said. “When we do that, they should understand why we are and what we hope to accomplish.”

It takes some experience, but the agent feels he is good at being realistic with a seller in pricing their home for sale as over-pricing a house is a death knell for the seller, but many clients will search for a Realtor who will list at their price, he said.

Among Kuhn’s best skills are his vast knowledge of area lake communities as he has lived in one for 36 years. He serves the towns in Northern Fairfield of Danbury,



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New Fairfield, Sherman, Brookfield, Newtown and New Milford.

Kuhn is married to Sheila, who retired from teaching after 35 years, and has four grown children and a granddaughter that is the light of his life. The agent also loves sports, especially baseball, as well as genealogy.

He studied business administration at St. John’s University in Queens, N.Y.

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