

## AGENT PROFILE *Kathy Schmitt*

# A focus on customer service

Kathy Schmitt always had an interest in real estate. She was a marketing executive with a Fortune 500 company for many years, and when she left 16 years ago, she decided to bring her marketing expertise and business acumen to the real estate industry. Her previous experience has proven to be a real asset to her clients.

Her real estate philosophy is to be honest and to always tell the truth to the client. They deserve the truth and deserve great customer service, she said.

What sets the agent apart from others in her field is her professionalism, marketing expertise, knowledge of the market and great customer service. In fact, her clients have nominated her to receive the Silver Star Agent Award for the past five years for outstanding customer service.

"It makes a huge difference to the client," Schmitt added of this expertise.

She doesn't show buyers homes that don't fit their needs and offers "a phenomenal marketing plan" to help sellers get their home sold for the highest market price.

"I am an expert negotiator to help buyers get the lowest price possible for the home that they are purchasing, and conversely, help sellers get the highest price possible for their home," Schmitt said.

As an agent with William Pitt Sotheby's International Realty, she serves many towns across Fairfield County. Her primary office is in Ridgefield.

She is Relocation Certified and is also an Accredited Buyer's Representative, an Accredited Seller's Representative Spe-



**Business:** William Pitt Sotheby's International Realty

**Lives:** Fairfield County

**Office:** Ridgefield

**Expertise:** Marketing, negotiating, knowledge of the market, superior customer service

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cialist and an accredited Senior Sales Representative Specialist.

Besides having some of her homes featured in the Wall Street Journal, The New York Times and Connecticut Cottages & Gardens, Schmitt has also appeared on nationally syndicated home TV shows such as NBC's Open House and CBS's Living Large to showcase her clients' properties, according to her website.