

## AGENT PROFILE *Laura Cruger*

# Gives utmost of care to clients

**L**aura Cruger often tells people the reason she believes she got into real estate was because of the experience she had when purchasing her second home.

At the time, she said, her representation on the sale of her current home along with her new home purchase, left much to be desired.

“Having gone through this experience, I felt strongly then that no one should have to go through what I had to at what should have been a joyous and happy occasion,” she said.

She feels as a real estate agent, you have to take the utmost of care when representing your clients.

“This is not something I take lightly, and I am honored when a past client, or a referral from a past client, calls upon me to ask if I would represent them in the purchase or sale of their home,” Cruger said. “It goes without saying that buying or selling a home is one of the most important decisions someone will make in their lifetime, and I will always go over and above what’s expected of me to see that my clients’ best interests are always protected.”

Practicing real estate for as long as she has (since 2002) has allowed her the opportunity to build relationships with other professionals and service providers, all of which she is always confident to refer to her clients whenever their services are needed. The agent is also a skilled negotiator, she said.

The most rewarding part of her career is realizing what she does actually changes people’s lives.

While skilled to work on all levels of representation, she is drawn to working with first-time home buyers and seniors. In most cases, she said, they either have never bought or sold a home before or have not done so in a



**Business:** William Pitt Sotheby’s International Real Estate

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very long time.

“Many times, the first-time home buyer or senior client require a little more understanding and guidance throughout the process, and I do a real good job of making sure they understand the process,” the agent said.

She serves all of Fairfield and Litchfield counties with special emphasis on Bethel, Danbury, Newtown, Southbury and Brookfield where she has personally resided for 28 years.

In her spare time, she enjoys any type of flower arranging, but her favorite is making wreaths. She also enjoys gardening, spending time at the beach and reading a good book.