

# THE 4 TYPES OF REALTORS



	Discount Realtor	Average Realtor	Top Realtor	Certified Divorce Real Estate Expert (CDRE™)
<b>Family Law Equivalent</b>	"\$995 Divorce" attorney billboard	General Practice Attorney	Outstanding Trial Attorney	Certified Family Law Specialist
<b>Listing / Marketing</b>	Low (or no) marketing budget	Low marketing budget	Robust marketing budget & campaign	Robust marketing budget & campaign
<b>Real Estate Expertise</b>	Limited knowledge in processes, complexities and contracts	Basic knowledge in processes, complexities and contracts	Expert knowledge in processes, complexities and contracts	Expert knowledge in processes, complexities and contracts
<b>Negotiation Skills</b>	Poor negotiation skills	Average negotiation skills	Excellent negotiation skills	Excellent negotiation skills
<b>Education &amp; Training in Divorce Niche</b>	No training in the divorce process	No training in the divorce process May or may not have any experience with divorce listings	No training in the divorce process May or may not have any experience with divorce listings	Qualifies as a Court-Appointed Expert Rigorous 12-month divorce real estate training program Trained in divorce legal processes Ability to testify Member of DREI™ network of experts with continuing divorce real estate education
<b>Disputes Between the Parties, Special Circumstances &amp; Sale Sabotage</b>	No skills or tools to resolve dispute	Nominal skills or tools to resolve disputes	Nominal skills or tools to resolve disputes	Trained and effective in divorce real estate dispute resolution Systematic process for attorney contact Coordinates between attorney, court and order-enforcing entity (elisor or law enforcement) for execution of order
<b>Trial</b>	Generally, not willing to testify, or provides incredible testimony without foundation	Generally, not willing to testify, or provides incredible testimony without foundation	Generally, not willing to testify, or provides incredible testimony without foundation	Will testify, write reports, and have systematic documentation of events to submit to the court with proper foundation and credible testimony
<b>Expectation</b>	High probability of problems all around	Good probability of problems all around	Excellent at real estate, limited ability to manage a divorce listing	The house is sold expeditiously The highest proceeds obtained The least amount of collateral damage Excellent communication throughout the process Effective use of the legal process, where necessary



**TINA KAMINSKY PHILLIPS**  
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 Certified Probate Real Estate Specialist

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