



## **Good relationships with knowledgeable team players are a valuable asset in today's marketplace**

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As we look back on the first half of 2009 and review our transactions, it is apparent that now, more than ever we must sharpen our business and professional tools.

Each day it becomes more and more apparent that personal relationships, integrity and education are the keys to success in these challenging times. Who you are and the relationships that you have developed with other knowledgeable professionals will shape the possibilities of your success in the years ahead.

As an example, just recently I had a deed chain that was a bit challenging. One of the local developers had put title into one of their limited liability partnerships back in 1974 for a large track of land minus two exceptions. They then conveyed my parcel individually to a third party and that third party deed was the start of my chain out of the developer. The only way that I would have a good chain of title was if my parcel was in one of the exceptions in the deed into the partnership. One of the exceptions in that deed was easy to place and it was not us. The description of the other parcel was pretty vague and no matter how many times I read it and compared it with the tax map, I could not place it. I called a surveyor that I have had a good working relationship with for over 20 years. I told him I had a deed that I wanted him to take a look at. He said, "I have one that I want you to take a look at also. When can you come over?" I was there in 15 minutes and when I walked out of his office, both challenges had been met and resolved.

Choosing to "partner" with the right professional can make all the difference. Now more than ever, good relationships with knowledgeable team players are what it takes to move "dirt" in today's marketplace.

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