

DYNAMIC DECISIONS



Consider Every Stage of Your Life

Dynamic decision making is an interwoven part of true success, total failure, and everything in between. True success lies in the ability to incorporate all of your decisions from home and family, to life goals, and the daily work grind. To achieve optimum results in your life as a whole, **there must be balance**. The key is to incorporate harmony between your personal and financial goals from a home transaction to how that expense affects your debt to income ratio for your business or investment goals. In a world that is moving faster and faster, it's important for your broker to understand what is relevant to the overall **big picture of your happiness** and how these key life decisions connect together.

Why Choose Boutique?

When you go to buy an outfit for a normal day, you go to whichever store has a sale or the style of clothing you are interested in. The sales person opens the changing room door for you, maybe assists in finding another size, and checks you out. You expect them to be friendly and helpful, but usually occupied with other patrons as well.

When you go to buy an outfit for a first date you are really excited for, you choose a clothing store or outfit based upon who you are as a person. You may bring a friend along for advice (if you are a female) or tell the sales rep to decide which is the best fit (if you are a male). You spend a little extra time in preparation and a little extra money to ensure a quality look. You expect extra service and care.

BUT, when you are buying an outfit for meeting your future spouse at the end of the aisle, all the stops are pulled. You expect nothing but the utmost service from everyone you come into contact with. You also expect every person involved to understand your dream and vision for this special outfit so that it fits into the big picture of the whole event! That is what it means to choose boutique; to deal with someone you expect to take your dynamic decision seriously, able to see the whole picture of your lifestyle, personality, and where this purchase fits into the whole event

of your life. At a boutique you are not just a number, a customer, or a sale. You become someone cared for and assisted throughout the planning and decision making process, becoming ultimately a friend. A boutique usually consists of a crew of family and friends as the employees, developing very close relationships with their clients. They will know your name and your size when you walk through the door.

So what typically happens after you buy a home, a building, or lease a property for your business? You may hear from your real estate professional a couple times a year if they are very good at what they do, but your decisions pass along their own paths and you are in constant search of advice and assistance from different entities. At Regal North, we invite you to explore your big picture goals and be most concise about your small picture decisions. This means benefiting from expertise in specific areas from experts, all working together as a team so that your decisions are dynamic, making the biggest impact to where you want to be, not just your current situation.

Residential, Business, Investment, and Management all in one place, all under one roof, working together to bring your goals to fruition.



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