

## OUR MANIFESTO

## Celebrating Our 23rd Anniversary

We believe your mother was wrong. The world does revolve around you.

We believe if we can also be gardeners, math geeks and watch guards, our clients can take naps, vacations and us at our word.

We believe that when trust is there, it's palpable. And when it's not, people talk about it a lot.

We believe just hanging out at The Aspen Institute will give you ideas.

We believe that what gets a property sold in real life is the lion-hearted devotion of one broker.

We believe that working collaboratively rather than competitively with each other makes us smarter, stronger and way less paranoid.

We believe you should give it a rest and let us do the overwhelm.

We believe real estate is in our DNA, or somebody's putting something in our drinking water. We eat, sleep and dream it.

We believe a bowl of apples and a new welcome mat should not be called staging. They should be called a bowl of apples and a new welcome mat.

We believe Aspen is a soul-saving place, or we'd all have left for the beach by now.

We believe matters of money and real estate can be gnarly, overwhelming and complicated. Luckily, they can also be understood, reasoned with, and put in their place.

We believe wondering if you hired the right broker is a sure sign you didn't.

We believe – buyer or seller – you should get what you want, be ridiculously well-informed and feel sinfully indulged the whole way through.

We believe mountains don't disappear, rivers don't stop moving, and that there will never be another Aspen.

We believe that your broker should make you happy.

We believe size matters, which is why we stayed small.

We believe dogs should be included in every activity.

We've been serving homemade pie every Friday for 20 years, and we believe you should know this.

## BERKSHIRE HATHAWAY | Aspen Snowmass Properties HomeServices

BJ ADAMS • MICHAEL ADAMS • GABE ANDRADE • JIMMY BAIN • NANCY BRYANT • TOM CARR • DON DELISE HOLLY GOLDSTEIN • LAURA KUHL • CHRIS LEVERICH • MARK LEWIS • PATTY MACK • KRISTEN MALEY • LEAH MORIARTY DOUG NEHASIL • LUCY NICHOLS • NANCY STOVER • TARA TURNER • SUSAN VINCENT • JOE ZUENA