

Growing **Wealth** Through REAL Estate

**DekkerTeam.com**

## IS IT THE **AGENT** YOU'RE HIRING OR THE **BROKERAGE** OR IS IT BOTH?

The brand is important. It's able to provide the services that the agent and the clients deserve. Otherwise it's really about the agent. You should primarily pick the agent first and then select the company that supports the agent. For an agent, the company is most important. It's paramount because a brokerage will support the agent in supporting their clients.

The National Association of Realtors® did a study of why people worked with a certain company or a certain agent, and 93% of the reasons were all about the agent and only 7% had anything to do with brand recognition.

What's the Solid Rock advantage? One of the reasons we opened Solid Rock was that we wanted to do things a little bit differently. Actually, a lot differently. For instance, we're leading edge in our technology. The showing management system we use allows our people to make appointments quickly. For our sellers it's amazing because they can download an app which displays any showing request. They just have to select yes, no or suggest another time and it goes directly back to our showing desk. The showing desk confirms the showing with the buyer's agent. It also logs all the showing times so they are easily recalled and we know as soon as you've either confirmed or rescheduled. The app also asks for feedback after the showing that we can share with the seller. If we get an offer, or if we change the price on a property, we can automatically send a message to all the agents who have shown it.

We've created Solid Rock as an ownership model, which allows our agents to support one another because they are all owners. No matter who in our company lists a property for sale, all of the agents want to help it get sold. If someone has a buyer who's looking for a particular property, all of our agents are looking for that buyer because they all have an ownership in the company and they want to see everyone succeed. When one does well, we all do well.

We're grateful to be your partners in growing wealth together in real estate.

Watch the 3 **Inside Track** Episodes, **The Solid Rock Advantage**, on [YouTube.com/dekkerteam](https://www.youtube.com/dekkerteam).

### WHAT IS THE **POWER** OF QUESTION ASKING?

It's not always comfortable. If a doctor gives out a prescription without seeing a patient and making a diagnosis, that's malpractice. It's similar in real estate if you don't listen to your client's needs.

Whether we're talking about buying, selling or investing, knowing the goal of that person is important in determining the proper strategy for that person. We're not just going fast, we're going at the pace the person is comfortable with and in this market, hopefully there's some element of fast!

Watch the 3 **Inside Track** Episodes, **GETTING YOU TO YOUR GOAL** on [YouTube.com/dekkerteam](https://www.youtube.com/dekkerteam).

**What  
Do YOU  
Think ?**



# DEKKERTEAM.com

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613-860-4663

Moving Forward Together....  
because **TOGETHER** we've got this

**SOLID ROCK**  
REALTY

# Great Properties Arriving Daily & Selling Quickly!

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ONE OF THESE HOMES COULD BE THE RIGHT FIT FOR YOU!

CALL: 613-860-4663 OR VISIT WWW.DEKKERTEAM.COM



### Kemptville Rental

3 bdrm, 3 bthrm  
LL Family Room  
Family Oriented  
2610 Tempo Dr  
2,100/month



### Mountain Grove Log Home

3 bdrm, 2 bthrm  
Insulated workshop+  
9.6 acres  
1376 Brock Road  
590,000



### Carp Area Building Lot

5 kms to Hwy 417  
Live and work  
on the site.  
2721 Thomas A Dolan Pkwy  
139,900



### Sandy Hill Condo

3 bdrm, 2 bthrm  
Wood fireplace  
Parking & Storage  
222 Russell Ave. #105  
350,000



### Barrhaven End Unit

3 bdrm, 3 bthrm  
LL Family Room  
Fenced Yard  
78 Chesapeake  
425,000



### Greely Bungalow

3 bdrm, 2 bthrm  
Gas fireplace in LR  
.5 acre Fenced Yard  
6617 Stanmore  
525,000



### Byward Market Condo

2 bdrm + Den, 2 bthrm  
In-suite Laundry  
Club George Amenities  
90 George St #1108  
750,000



### Hair Tech & Spa

6 work stations plus a spa  
High Exposure Plaza  
Completely equipped  
2671 Alta Vista Drive  
37,000



### Why imagine when this could be YOUR backyard?

The view! The beach! The privacy! Ottawa River beauty only minutes from Kanata Tech Park. Watch all of the seasons and colours they bring! Open concept. Wraparound deck. High and dry! Walkout basement is five feet above high water mark of 2019 and 2017.

2 bdrm, 2 bthrm  
1 Neely, Dunrobin Shores  
625,000



## GENERAL SERVICES

HUMIDEX HUMIDITY CONTROL & ventilation systems (www.humidex.ca). More energy efficient & quieter than a dehumidifier. Little or no maintenance. Patented, proven results for 25+ years. Ray at rrankin@videotron.ca or 819-775-5878.

S. Heatherington Contracting is the licensed contractor for all your renovation needs. Honest, reliable and have great pride in our work. Free estimate: 613-296-2548. www.sheatheringtoncontracting.com

Put some sunshine and smiles in your life. Call SBC Cleaning Services for most of your cleaning needs. We provide Quality care at Affordable Prices. Weekly, Bi-weekly, Monthly, one time service available. Call 613-826-3276

LAW OFFICE OF G. TODD BARNEY-Personal Injury Lawyer 25+ years. Medical malpractice, motor vehicle accidents, slip & fall. 613-491-9200. Serving Manotick, Riverside South, Barrhaven, Greely and surrounds. Located on Manotick Main St. www.barneylaw.ca

Greely Pro Renovations Corp. for all your kitchen, bathroom, basement and exterior renovation needs. Now offering custom cabinetry! Visit our photo gallery on Facebook, Houzz, www.greelyprorenovations.ca or call 613-327-3255 for more info

BARNHART LAW OFFICE - MICHAEL H. BARNHART, 1459 River Road, Manotick, Tel. 613-692-3050. Family Law (separation, divorce, custody, access, child support, spousal support, net family property), Real Estate, Wills, Power of Attorneys and Estates.

Registration for Red Cross Swimming Lessons on Tuesday September 3rd, 2019 from 4-8pm at Greely Indoor Pool (Ottawa's Poplar Grove Campground/RV Park) 6154 Bank St, Greely K4P 1B2. 613-821-2973. From Parent & Tot & Preschool to Level 10 available

Perfectly Fit is a women's only company that promotes confidence in a supportive, welcoming environment to help women to pursue their health, wellness & fitness goals. We offer POUND Fitness, Bootcamps, Personal Training, Corporate Wellness, Youth Fitness Programs (including Birthday Parties, Brownies/Scouts, school programs) and StrollerFit! www.perfectly-fit.ca for info/schedule.

FREE estimates for custom made windows/doors, siding, sunrooms and all of your exterior needs. Warren Exteriors provides our customers with the utmost professional services and reliable workmanship, using top quality products to ensure complete satisfaction is achieved. www.warrenexteriors.ca or 613-402-7002

Do you suffer from tension or migraine headaches? Reflexology can help! Try this treatment in September and receive a complimentary sinus massage and a \$20 discount. Reg \$70. The Rooke's Nest in RSS. Call 613-425-3091 for appt. We're on Facebook!

Registration for Aquafit Classes the week of September 13th, 2019 at Greely Indoor Pool (Ottawa's Poplar Grove Campground/RV Park) 6154 Bank St. 613-821-2973. Classes start the following week. Prices available at www.greelyindoorpool.com

## GENERAL SERVICES

Boxing/Kick-boxing classes along with other Group Fitness classes, Personal Training & Nutritional services. Private Greely Gym. Contact Caroline 613-878-0937 or www.shape-up.ca

Music classes for kids aged 2 to 4 years. The Sunrise music & movement program (myc.com), introduces your preschooler to music through singing, rhythm & hands-on activities. Fall session starting soon! Please contact brigittedesrochers@rogers.

Housecleaning - Offering personal and thorough cleaning services in the Manotick and surrounding areas for over 17 years! Please call Diane at 613-692-0864 for a free estimate.

## LOOKING FOR

Vegetable harvest/grading Part-time/casual help required in September. Flexible hours - Osgoode village area. Please email fairweatherfarming@gmail.com for more info. Thank you

Looking for part-time helper to clean houses, weekdays in Metcalfe, Manotick Greely area. Own care needed. Call Jane at 613-822-6058 please leave a message

My name is Tiffany, I am looking for a Nanny position in the Osgoode/Manotick/Kars area. I have 20 years experience and references upon request. 705-849-6502

## FOR SALE

One Yellow Birch Table and 4 chairs, 52" L x 32" W, excellent condition, \$400. One 2009 Panasonic Genius Microwave oven, white, 20" W x 13.5" D x 11.5" H, \$30. 613-258-9322 Email: g-and-k.loughlin@xplornet.com

One round, wooden Roxton Table/4 matching chairs, 40" diameter, opens out to oval with 2 leaves, in good condition, no scratches, \$200. Email g-and-k.loughlin@xplornet.com 613-258-9322

Yardworks lawn vac \$75.00 Leaf Hog \$75.00 Weedeater blower \$55.00 Baby Monitor \$10.00 Breast Pump (new) \$10.00 Singer sewing machine \$25.00 613-733-2289

**"Journeying with the Dekker Team is FAB".**



**"We have known the Dekkers for over a decade and have both bought and sold homes with the Dekker Team. They are attentive, responsive and always achieve the best results for their clients".**

**- Mike & Kim Zinck**

The Dekker Team values and contributes to the growth and happiness of each family.

Submissions to the Bearer are free • [dekkerteam.com/bearer](http://dekkerteam.com/bearer) or [bearer@dekkerteam.com](mailto:bearer@dekkerteam.com)  
Free Space is limited • Deadline is September 20th • Request & get your e-version early

## FREE Clothing! Small Household Items, Books, Toys, Games, Linens, Shoes and so much more!

Trinity Bible church is holding it's Fall Clothing Exchange on September 21 from 9:00 to 11:30 a.m. Bring your friends. Bring your neighbours. We'll supply the coffee and muffins - and arrive early! Visit our website [www.trinitybiblechurch.ca](http://www.trinitybiblechurch.ca) for more information and for drop off dates and times. 613-826-2444.



### EVENTS

Ottawa South Women's Connection Thursday, September 12, 2019 9:30 - 11:00 a.m. 3280 Leirrim Rd. (Fred Barrett) Ottawa RICK & DONNA LAMOTHE'S faith story "One together" Journey with Rick to find hope and faith in the face of loss. Experience the tools that take you there with Donna, RSVP's executive director. Admission: \$6 Info. 613 801-8758 Door prizes & refreshments. RSVP Ministries next event - October 10, 2019

5th Annual Terry Fox Run. Sunday, Sept 15th Greely Community Centre, 1448 Meadow Drive. 2km, 5km and 10km route around the scenic village of Greely. Bake sale too! All in support of the Terry Fox Foundation. Registration is 10:15 am; run starts at 11:00 am

Sunday September 8 OLV Banquet Hall 5338 Bank Street Enjoy an afternoon dance and delicious dinner with Kings Creek Band & special guests. Licenced event. 2pm to 6pm. Tickets just \$20. Call Eugene 613-884-4043

Canadian Christian Riders is an evangelic motorcycle riding group for men and women that demonstrates the love of Jesus by reaching out to the marketplace and community in prayer and ministry. As we gear down towards the end of the 2019 motorcycle season, we look forward to a fall "Colour Run" early in October with other Ottawa clubs. Also, feel welcome to join us at our monthly breakfasts, enjoyed at a popular Ottawa restaurant. Plus CCR is beginning to plan its annual winter fly and ride excursion to the sunny south. For details, follow, like and share us on social media.

Subscribe to our  
**YouTube Channel**

[youtube.com/dekkerteam](http://youtube.com/dekkerteam)

Sharing your goals with your goals with your Realtor® will help us work together to reach those goals. Our team will be by your side every step of the way. Watch the 3 **Inside Track** Episodes, **Getting YOU to YOUR Goal**, on [YouTube.com/dekkerteam](http://YouTube.com/dekkerteam).



## Is an Inspector or a Lawyer Absolutely Necessary?

It's important to have different professionals to guide you through your real estate transaction in Ontario, you really can't do a closing either on the buy side or the sell side very well without a lawyer. You certainly put yourself at risk. You need two lawyers, one for the buyer and one for the seller. In Quebec it's a little different; you use a notary and both the buyer and the seller can use the same one.

Your team should also consist of a mortgage broker, an insurance broker, inspectors, and if it's a rural property, you may need to have septic and well inspectors as well. The other positive about using our team of experts is that they will often go the extra mile because they know the amount of business that we send their way. I think this is a good point for a disclaimer. We don't actually take any money from the different specialists that we bring together. We benefit by knowing it's in the best interest of you, our client.

We enjoy the opportunity to bring these teams together and we will continue to bring them together because they really are the difference maker. "The strength of a team is in individual members. The strength of each member is the team." - Phil Jackson

Watch the 3 **Inside Track** Episodes, **How to Create Your Dream Team**, on [YouTube.com/dekkerteam](http://YouTube.com/dekkerteam).

The Dekker Team values and contributes to the growth and happiness of each family.



If you're really ready to find out the truth you'll request your **FREE** personalized market snapshot and get in the know.

Email us at [info@dekkerteam.com](mailto:info@dekkerteam.com) or call us at 613.860.4663

Have You Been Asking Yourself...

"How Much Is My Home Really Worth?"

### WE'RE FEELING SOCIAL!

We'd love for you to join us.



Facebook: Yetta Dekker and The Dekker Team,  
Twitter: @dekkerteam,  
YouTube: [www.youtube.com/dekkerteam](http://www.youtube.com/dekkerteam)

## How to Get Access to **Best in Class Realtors® Worldwide**

In the past when I thought about buying foreign properties, it seemed a little overwhelming. There are so many unknowns, but realistically, you never know when an unknown might come up in your life to put you in a position where you need to start thinking about possibly buying property where you didn't think you would.

What do you think might happen if you as an inexperienced person went to another country, province or city and bought a property on a whim?

We're excited to welcome you to another episode of the Inside Track with the Dekker team where we share tools, techniques, and thoughts that we all need, we all deserve. You, me, and everyone, to turn our house into a home where our families thrive and we live the best life possible.

There are things that can come up that you may not even know you needed to ask. That's where a great Realtor® comes in handy. One of the best things you can do when you are in a position where you need to move from one city to another is seek the professional you already know and trust.

We had a client who wanted to sell a property in the U.S. when the U.S. had some struggles in 2008. What's interesting is that market has totally recovered. The 2008 crash, which was the highest real estate had ever been, has gone up approximately 20% two years in a row, which was crazy. But most markets fell by around 50%. Now those prices have recovered. I believe every market in the U.S. is higher than it was in the 2008. The other factor that helped them is that the currency had changed. So one of the factors when you're looking at buying out of country is the currency in which you're buying it as it compares to the Canadian dollar. What the Canadian dollar does affects the value of the property significantly. Sometimes people don't want to buy property when the Canadian dollar is low. I always say buy your properties in Canada. Put your investments in Canada because your Canadian dollars, what you're investing in is what you're going to be spending in your retirement. Unless, of course, you want to retire out of country.

As Eleanor Roosevelt says, "great minds discuss ideas, average minds discuss events and small minds discuss people".

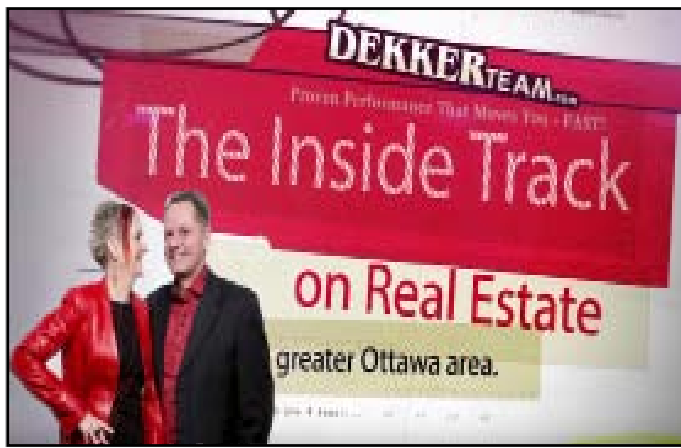
We love talking about ideas and moving to other countries and all kinds of things. We're grateful that you are our partner in moving forward as we help you grow wealth in real estate.

Go to [YouTube.com/dekkerteam](http://YouTube.com/dekkerteam) and watch the 3 **Inside Track** Episodes

**How to Get Access to Best in Class Realtors® Worldwide.**

"Can my friends get a copy?"

YES, receiving valuable updates is as simple as subject "Bearer please" to [bearer@dekkerteam.com](mailto:bearer@dekkerteam.com)



Selling, buying, relocating, renovating, maintaining, upgrading, renting, investing or thriving at home. The **Inside Track** with the Dekker Team Fridays 9:30 am CHRI-99.1 FM or [youtube.com/dekkerteam](https://www.youtube.com/dekkerteam) will guide you and help answer questions you didn't even know you had.

Sept 6, 2019 Decorating for You and an Autumn Sale

Sept 13, 2019 Enjoying Family Closeness After Summer Vacation

Sept 20, 2019 Exhilarating into Your Next Best Season

Sept 27, 2019 Seizing the Advantages of the Autumn Market

## What Do You Think Would Happen if You Didn't Have the **Right Specialist?**

Have you ever gone to the doctor? I broke my leg and tore my ACL playing soccer. I went to see my general practitioner (GP) who said, "Oh yes, you've got some type of an injury, let's send you to a specialist." I wouldn't want my GP doing an ACL reconstructive surgery. I saw a specialist who confirmed it was torn and that it had to be repaired. This is the process. You want to make sure you have a team of specialists. For my surgery there was a nurse who prepped me and gave me the pre-medications. Then there was the surgeon who wrote on my leg, making marks where he was going to work. Then I met the anesthesiologist and talked about that process and there were other nurses to assist the surgeon. It made me feel comfortable knowing that everyone had their role in making my leg better. I had a part too because after the surgery, I had to go see another specialist, a physiotherapist, to get my leg moving again and get the flexibility and strength back.

It took a whole team and real estate is very much like that as well. You will have some people that you meet initially to prep you. It might be your Realtor© and your mortgage broker. You need other specialists like the lawyer to close the transaction, a home inspector, an insurance specialist to make sure you get the right insurance for your home prior to the closing because mortgage brokers/banks don't want to loan money on a house that's not insured. The Dekker Team has specialists too. Candice is a specialist in certain areas. For instance, out of town clients came to town for three to five days to buy a house and Candice took them out. It was a very stressful situation for them. And, we started the process before they even got here.

You might spend six, eight, 10 hours a day either with them or prepping for them for the next day. Sometimes longer. When I have out of town clients, I have to be well organized, even in my home life. My husband knows he has to come home from work at certain times or take the week off or he's in charge of different things that I would normally do. That way, I can be fully present with my clients. I remember clients moving from Toronto area who were here for about five days. They said the one thing they really enjoyed was that I wasn't on my phone talking to other clients. They didn't even know if I had other clients since they felt like number one when they were here. That takes a team. The team allowed me to really focus on one client for that amount of time. Other team members pick up the slack. If there's another client who needs to see a house or have an offer prepared, another team member would look after that.

I once took clients to see a country property that had just been put back on the market after a sale fell through due to a poor septic inspection. My clients were reluctant to see it at first, but they decided they liked it enough to place an offer. Since I had sold many rural properties, I was knowledgeable about septic systems and was able to have an educated discussion with the other Realtor© when negotiating. We got such a great price on the home that the buyers actually felt guilty!

Watch the 3 **Inside Track** Episodes, **How Having a Specialized Team Makes YOU Money** on [YouTube.com/dekkerteam](https://www.youtube.com/dekkerteam)

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