

When you care this much,
it shows.





Buying or selling a home? Coni Cares!

With dealing with an investment as significant as buying or selling a home, you need a proven expert on your side. But even more importantly, you need a professional who genuinely cares about you and who will do everything possible to help you succeed. In Coni Otto, you get all of the above. This veteran real estate professional brings a wealth of industry expertise to her clients, but arguably her caring approach is even more impactful on her clients. When the time comes for your next move, just remember these two simple words: *Coni Cares!* Call her today to make the most of your next move.



She could have waited for her parents to make her dinner.

But when you care as much as Coni Otto does, you take matters into your own hands.

Anyone who knows Coni Otto will tell you it's no surprise she majored in hospitality in college, because her entire life has been all about caring for others. In fact, it's safe to say this lifelong pattern originated not in a university classroom, but many years earlier in her family's kitchen. Growing up, Coni was part of a modest family where both parents worked long hours. So at eight years of age, Coni took it upon herself to help out by cooking dinner after school so it was ready when both of her parents got home from work.

Coni became quite an accomplished cook and in a humorous twist, her father actually preferred her cooking to her mother's. "Dad would always say to my mom, 'Why don't you let Coni cook it?'" Coni recalls with a laugh. To this day, she still loves cooking, especially any time she has the opportunity to feed and entertain a large group of people. It's just one way she shows how much she cares about others.

Serving with Care

That care certainly isn't confined to Coni's kitchen, however. In everything she does, Coni devotes herself fully and brings a genuine care to those around her. It's this approach that allowed her to earn her bachelor's degree in hotel and restaurant management from the University of Maryland. She took that degree and built a thriving career in the hotel industry, where she worked her way up to assistant general manager and took great pride in ensuring complete customer satisfaction.



Coni and her husband, James, enjoy any opportunity to spend quality time with their young son, Sonny.

After many years in the hospitality industry, Coni was ready for a new challenge. She'd been told many times throughout her life that she'd make a great real estate professional, and she embraced that challenge. In 2005, she earned her license

and hasn't looked back since. And true to her nature, her success is based on the genuine care she devotes to each and every client.

Finding Her Passion

Coni is a real people person and immediately loved her ability to positively impact people's lives in real estate. When you work with Coni toward the sale or purchase of a home, she's all about providing an elevated level of dedicated service. To Coni, caring means always protecting your best interests and making sure you get the information you need to make the best decisions for your future. That's why she's known for being extremely straightforward with her clients. With Coni on your side, your goals become her goals and she strives to ensure your success every step of the way.

"I'm in it with them," she explains. "I'm a fighter and I become a real advocate for my clients. I want them to know they can count on me even when there are challenges to overcome."

Coni Cares!

Throughout her real estate career, Coni has seen the industry from many different angles and shares that insight and expertise in order to guide her clients to the results they desire. But more than anything, *Coni Cares!* If you're considering buying or selling a home, make sure you select a dedicated professional who will make your goals her first priority and whose caring approach is obvious from afar. Call Coni today to schedule a private consultation.



Coni's dedicated and caring approach shines through from the moment you meet her until the close of your transaction – and even well beyond!



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it shows.



“I’ve always enjoyed taking care of people. In my real estate career, I want my clients to feel comfortable and know that I’m doing everything possible to ensure my clients’ success every step of the way.”





Find out the Value of Your Home in Today's Market.

If you have received this brochure, you are entitled to a FREE Comparative Market Analysis (CMA) of your home. Coni will calculate an estimated value for your home if you were to sell it in today's market. She will also explain current market conditions and how they affect your investment, and what you can do to improve your equity. Even if you are not selling now, it's the best way to ensure the future success of your investment. It's free, no obligation.

Simply call 240-483-7556 to request your free CMA today.

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