



THE
SLG
TEAM

RE/MAX



THE CLEAR SKIES METHOD

Helping Philly Area Families Upsize Into Their Dream Homes!

You think back to when you bought your home. You recall the sense of excitement and the feeling of accomplishment like it was yesterday. It may not have been perfect, but it was perfect for you, and you couldn't wait to build your life there. Oh, the special memories that were going to be created there. You were on top of the world!

Fast forward a few years, and things aren't feeling quite so perfect. Life has changed. Your family's needs have changed.

Let us know if anything you're about to read sounds familiar



There's not enough space or storage

Sure, when you bought, you had plenty of space. Now, it's a different story. A kid or two can change everything. Their stuff and the room they need has made your current home cramped and disorganized. You feel like their toys and games are everywhere! You have ONE room for the entire family to relax.....but is it relaxing with the current setup? Not with all the toys and clutter around. You feel like you're constantly fighting a losing battle. Where is "your" space? Where is "your" peace?

And forget about entertaining. Those great parties you used to have are no more. The amount of preparation needed to get all the stuff organized and out of the way is overwhelming. Forget about having overnight guests, because that's not an option.

Interest rates are making things pricier than you'd like

We get it. Most likely the interest rate on your current home is not what you'd pay today. Everything just seems so out of reach. Everything is expensive. Sure, you see other people do it and you have no idea where they are finding the money. Are they going into debt? Getting an inheritance? Cashing out retirement? You might be asking yourself, "What is wrong with me? What am I doing wrong?"

You have no idea where to start when it comes to being financially prepared to make this purchase...



The stress is wearing on your relationship

You and your spouse don't talk about it, but you know your current home isn't serving your family. There might even be a slight resentment. After all, this wasn't supposed to be your forever home, but it feels like it might be at this rate. Maybe one of you gets more anxious than the other every time there is a mention of a move. How could you possibly find the time to move? How could you afford it? Maybe one of you thinks the house you live in is fine for now. Perhaps it is, but you see a storm coming. You just can't see yourself living in this home and doing it long-term.

The school district & neighborhood aren't ideal

Maybe the school district is just "ok", but it's not great. Some of the surrounding ones are better on the rankings you see online. Some of your friends have already moved into them. Maybe you should consider the private schools? This gives you anxiety because it's expensive as hell. Is it worth it? Maybe you grew up in a mediocre school district and want more for your kids. Perhaps you went to a great one and want the same for them. After all, their education is so important!

Maybe it's the neighborhood as a whole, you might not get along with the neighbors or you live on a busy street. You want the kind of neighborhood where you can just let the kids out the door and be worry-free. Sometimes, your kids ask to go to their friend's house because where you live "isn't fun". You feel like you're not providing the environment for them to flourish. The "starter home" has turned into what feels like a well-decorated prison. Sure, you've made a nice home for your family, but you'd be lying if you said you were totally proud of the house you live in.

There's no dedicated workspace

Kids and work are on a constant collision course. One regularly interferes with the other. Having to organize your workspace at the dining room table, kitchen island, or even on your couch is the stuff of nightmares and you're sick of it. If only you had your OWN space, you could get organized. Maybe you could finally tackle those big projects and get some real productive time for your work. "Organized"... that idea just can't happen in your current home. This isn't about organization as much as it is about having the space to allow for it. Even a door to close would help. Something's gotta give because your productivity is suffering and your boss is noticing.



You see all the problems. You face these challenges every day!

You've tried everything to fix it. Totes. Crates. Organizational "hacks" on TikTok, FB & IG. Sure, things are organized for a few days, but everything goes to hell after that.

[Why can't I keep this place organized like other people?](#)

Trying to carve out some dedicated space for working is nearly impossible. There have been attempts at creating space in a basement or in the primary bedroom. The problem is inevitably that work and personal lives often collide.

This little family of yours isn't doing so well. There are times when you secretly ask yourself if you're all gonna maintain your sanity long enough to not really do some harm to your relationships. You and your spouse promised each other this was not the "forever home". You're stuck with too little room. Too little workspace. Too little yard. You name it. The family's need for more space has reached "DEFCON 1" levels.

It's time to get a plan together and make this transition to a home that will allow for more harmony.

That's where our Clear Skies Method comes in!

I created this 5 step process for families just like you who need to upsize their homes to suit their lives. It's designed to seamlessly guide you through the home buying and selling process to ensure that you end up at your dream destination

Here's how the Clear Skies Method works...

STEP 1

The Compass:

Welcome to the Clear Skies Method. This is where it all starts and we get a clear vision of what you're looking for and what to do. Our signature process ensures we find a customized path from the very beginning so we don't waste any time. We break this into two categories: Housing & Financial.

This is a team effort and we want everyone on board before moving on to the next steps. So we begin by asking a series of questions: How do you envision yourself enjoying your new home? What about your existing living situation do you want to change? What do you wish to keep? How best can we land the plane at your desired destination? For your convenience, we have our Clear Skies Questionnaire which is specially designed to zero in on EXACTLY what you're looking for.

IMPORTANT: This first step is the bedrock upon which we will base the rest of the Clear Skies Method, so being honest and thorough here is key!

Once we establish your vision, we move onto the financial piece and connect you with one of our Clear Skies lending specialists.

They are experts in our process and have helped hundreds of our clients navigate this portion. Questions they'll ask are stuff like how much do you want to pay a month for your new home? What are your concerns from a financial standpoint? Any other factors? We get that finances can create stress but they are a part of every transaction so we take as much time as we need to get to a comfort level here. This is about setting you up for success. Not setting you back. Keep in mind, our Clear Skies lenders have many loan programs you've likely never heard of and are potentially the answer to how you're seeing people like you still purchasing homes. **Our lenders have gotten super creative and have solutions for nearly every scenario you can throw at them.**

Without these two foundational steps, the rest of this simply won't work so we will take our time here. Otherwise, you're prone to wasting time and spinning your wheels. You're likely to have more frustration. And there's a solid chance that you'll end up right where you are now.

This is why the Clear Skies Method works so well. Now we can begin the tangible actions to get you where you need to be...



STEP 2

Flight Prep

Nice work! We've set our compass and have our financial flight plan. It's now time to make preparations and take action! First, we prep your current home...

No home to sell? No problem. Simply skip to Step Three [▶](#) If you do, please read on...

Using my team and its connections, we make this a straightforward process and will guide you the entire way. We invite questions and voicing any concerns so we stay on track and you'll have access to a Clear Skies Team member from beginning to end.

We don't want you to be worried. We got you and you got this!

Preparing your home for sale can be daunting. We get that. The toys. The stuff. Where does it all go? That's why we have organizers, Facebook sellers & stagers to do the heavy lifting. In fact a couple of our certified Clear Skies Team members are also certified stagers! Need a contractor (or two)? No problem. We'll decide together what you need and get a plan together. We can handle all the logistics! Need financial help to get some repairs done? We can offer this to you and you pay at closing. This is a team effort. We work every day with people just like you.

STEP 3

Take Off

Good news! You've already taken steps to define your vision in Step 1 by filling out our questionnaire, so now we get to the fun part: Finding your next home!

All your preparation thus far has led to this! We encourage involving the entire family in this step. After all, this will be their home too. We get that you're busy and strive to make Step Three as easy as possible. That's why we regularly preview and provide virtual tours of homes on your behalf while you're at work or with the kids. The goal is to find the home and we make that happen for you.

This market can move fast and a big mistake is allowing schedules to get in the way

Getting caught flat-footed and bogged down by schedules can happen and the Clear Skies Method prevents all of that! Every one of the professionals that assist you in the Clear Skies Method share the same level of dedication to accommodating YOUR schedule... otherwise, we wouldn't be introducing you.





STEP 4

The Flight

You've done everything right so far. Nice work by the way, you're doing great!

You've formulated your vision and prepared.

Now it's time for action!

Once we've found "the one", my team will compose our offer using the latest technology and data. We will "coach you up" so that you're on the same page and talk through the pros and cons of all contingencies in the offer. Rest assured, it will align with your vision while also being within your financial goals. We want you happy when you move in, not worried about how you will make the next payment. ***We're here to solve problems here, not create new ones.*** That's why this process works!

If you have a home to sell, we then shift our focus. All our efforts have prepared you for this. It's time to let someone take the property off of your hands. Our team has already taken steps to make this a streamlined process. We're ready. It's time to deploy our data-driven strategy since we will want to sell the home fast. Once we're on the market, we'll begin our customized ***Clear Skies Marketing Strategy***. Most agents put their house on the internet and wait for interest. Our team monitors the public sites to gauge interest and adjust marketing as we go! Before we list, we'll review everything with you. We'll consider all offers that come our way, but not all offers are equal. We are looking for quality, not quantity. After all, we only need one buyer.



STEP 5

The Landing

We're beginning to see the runway here. Things are coming into focus and it's time to land the plane. Once under contract, we will introduce you to our title, inspectors, etc. who regularly work with our Clear Skies financial specialists. We focus on efficiency, taking things off your plate and keeping drama to a minimum. This should be an exciting time, not a stressful one. Let us make this as easy as possible!

Our Clear Skies Method only uses the best people and they all know how important it is to make this all work for you. Everyone is committed to seeing this through! Once you settle, congrats! But we want you to know our relationship doesn't end. Our expectation is that after using the Clear Skies Method, we'll have forged a great relationship. One that's built on success and we wish to see that continue.

Not only do we want to be your real estate resource, but your resource for anything else. Both the team and the professionals you've met in the Clear Skies Method are at your disposal going forward. We're your first call.

One of the reasons I got into this business is to serve people like you. I know it sounds cheesy, but it's true! We pride ourselves on making things easy on you and your family.

Nice work, we knew you could do it!

You love where you live

The kids are doing really well in school. There is school pride and lots of activities for the kids. You often talk to the other parents in the neighborhood who've had real success with their kids in the school district. This gives you hope and optimism for your own kids. You know you can lean on their experience and it gives you comfort.

The financial piece came together

You doubted for sure, but in the end the numbers work! You even find yourself being more encouraging to people you talk to who are thinking of embarking on the same journey. The key was aligning with the right people and getting the information you needed so your family could make a financially safe decision

You're proud of your home and what you've accomplished

Your kids love having their friends over. You're rekindling your love for entertaining, too. There's a spot for everything and prepping for guests isn't such an ordeal. You jump at the opportunity to have family over for the holidays and there's room for everyone. Before, everyone was on top of each other, but those days are long gone. Your parents can sit back and enjoy their visits and even stay overnight!

You have a more harmonious home life

Before, your house was a sore spot. Boy, have things changed. Even when the kids make a mess, it's in "their space". When you ask them to clean it up, they aren't shoving it under the couch or tucking it somewhere for you to find later. The kids have their own space, and you have an adult space to unwind that's not over-run with toys. This process has also made you closer because you did it together and you know you've "done good".

You have a dedicated workspace

Closing the door to your dedicated workspace is like a switch in the morning. You sit down, look out your window and take a deep breath. You close your eyes and listen to... nothing. Absolutely nothing. It's just silence. No Sesame Street. No other kitchen appliances dinging in the background. Your boss has noticed a real uptick in productivity. Things are smooth. When you need to work, you work. Your work and personal lives were once a jumbled mess. Now, they're separate and efficient.



Testimonials

We have nothing but wonderful things to say about Seth. With a lot of hesitation, we decided to move away from the city and into the suburbs for more space for our growing family. We were very intimidated by the whole process before we reached out to Seth however, as soon as we sat down with Seth we felt better and more excited than nervous! Seth was an absolute pleasure to work with. He was patient, respectful, and trustworthy. We immediately felt comfortable with Seth and wholeheartedly trusted his extensive real estate knowledge. We quickly found our forever home and sold our home in the city with ease thanks to the perseverance and guidance from Seth!

- Sean & Kelsey H.

Seth is personable, patient, and finds the perfect home for you. Despite a difficult housing market, Seth helped us get a competitive offer and get the house we loved. Even better, he skillfully managed the sale of our home without even putting it on the market. We were able to avoid the headache of open houses and showings. We trust Seth with all of our real estate needs!

- Jeff & Janelle K.

Simply put, Seth is truly special and we would recommend him over and over again as a realtor. Seth seamlessly guided us through the home buying and selling process. Seth always had our family's best interest in mind during our search to find the perfect forever home, and in a very competitive market, Seth helped us to creatively navigate the negotiation process. Seth not only helped us close on our dream home, but was able to sell our previous home with multiple offers after one day of showings (and over the holidays nonetheless)! Seth never missed a beat and always gave us his full attention. We would absolutely recommend Seth without any hesitation – you will not be disappointed!

- Nick & Teresa C.



If what I have talked about above resonates with you, then let's explore how my team and I can help you. No salesy nonsense. Just good advice and straight talk because we know you're busy. There are two ways to get a hold of me which is via messenger here or by reserving a time on my calendar. Either way, I very much look forward to connecting with you.



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WITH ME**



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**START CHAT IN
FB MESSENGER**



My Story

"So what now?" Sitting in his office, that was the question posed by my father in 2002. I had recently completed my marketing degree from Loyola University. He wanted to know what I had planned next. Like so many recently graduated 22 year olds, I had no idea. My response? "I just don't want to sit in a cubicle." This was true and was most likely inspired by watching the cult classic "Office Space" one too many times. The good news was that my family was starting a new residential golf course project called RiverCrest. We agreed that I "could go out and dig holes until I figured out what I wanted to do with my life." My father's words, not mine.

This ended up being a blessing and a curse. On the one hand, I really enjoyed the construction aspect. It required me to be there early in the morning. I got lots of fresh air. I ended up becoming a very skilled operator. Backhoes, payloaders, excavators... whatever it was, I could operate it. I also liked the problem-solving and independence that came with it. I also loved managing people and I had a way with many different personality types. I could get people to do what I wanted them to do.

The curse came after the golf course opened. My daily tasks went from building a golf course to maintaining a golf course. What's the difference you may ask? When building, the work changes every day as you move from project to project. With maintenance, the monotony will zap your soul. At least it did that to me.

Meanwhile, I had gotten married and started a family. Having to wake up at 4am and leaving my wife with a newborn was wearing thin on just about everything. I wasn't able to see my kids in the morning and my wife was left to do everything. When I did come home, I would have to nap to recharge so I could help at night.

Things were about to get much more complicated though...

In 2013, my oldest sister was diagnosed with Triple Negative breast cancer. By the end of that year, she was gone at the age of 50. Four months later at the age of 34, my wife felt a lump. Ugh. What now? Even though she was young and not supposed to be "at risk", we elected to get it checked.



You guessed it. Stage II breast cancer. She would need to begin chemo and radiation immediately. We had a 3-year-old and an 8-month-old at that time. All the while, I was still working early mornings, my youngest had asthma and my father was declining to dementia.

To use the word “overwhelmed” to describe my situation would be an understatement.

The good thing about a situation like this is it really does put things into perspective. It sounds a bit cliché, but it’s absolutely true. You can’t help but think about worst-case scenarios. What if she dies? What if I get sick too? What if I can’t support my family? Is what I’m doing right now what I see for my long-term future? What if I die? Who will take care of my family?

From 2002-2015 I worked for my family at RiverCrest. But that was my father’s dream, not mine. I had to chart my own course.

It was time.

Real estate was always in my blood. I had been listening to real estate stories at the dinner table for close to 40 years.

To say I fell head over heels in love with the realtor gig would be a gross understatement. After only a few deals, I was hooked.

Much like my time on the construction site, I enjoyed solving problems. I soon realized the gravity and complexity of people’s situations. So many emotions. So many moving parts. SO MUCH reward after helping families like mine through the real estate process.

Selfishly, the best part is I was able to be home in the mornings with the kids. I was the only dad at the bus stop in the afternoons. I was proud of that. Sure, there were times when real estate was hard from a scheduling perspective, but nothing compared to getting up at 4am.

All the above leads us to now. 20 years after that fateful meeting in my father’s office. 9 years after my sister’s death and my wife’s diagnosis. Here we are.

I have developed the Clear Skies Method with you in mind. I have upsized twice with my own family and helped countless clients like you. We have thought about every detail so you don't have to. It was specially designed to make your life easier during this process. Let my team and I focus on your transaction while you focus on your daily life. After all, you have a ton going on already.

We hope you will trust us with your journey.

PS: My wife has been in remission for years and doing great!



THE
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