



Schedule Appointment



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*Hello,*

*You are receiving this packet because your friend is a special and satisfied client of mine.*

*My job is to help you find a home that is just right for you at the Best Possible Price, or to help you sell your home at the Highest Possible Price. I'm here to help you get to where you want to go.*

*My value to you is in negotiating the Best Price for you and making sure that you never leave any money on the table. I'm here to help you get what you want.*

*I'm looking forward to meeting you. Call me at 408-823-3600.*

*Sincerely,*

*John Jenkins*  
Broker Associate #01291177

**Real Estate Specializing in you and your success**



# THE JENKINS TEAM

REAL ESTATE SPECIALIZING IN YOU

John Jenkins



As a native to the Bay Area, I was raised in Monte Sereno, and married Robin, a Saratoga High School graduate. I currently reside in Los Gatos with my family where I have been for the last 20 years. When not with my clients, I can be found taking my daughter to school, involved

in the PTA, Silver Grievance Committee, Volunteering with Adopt a Highway, and Involved in our local Church. I enjoy cooking, traveling, working out at the YMCA, Teaching real estate classes with the Master's Program, attending negotiation seminars in Palo Alto.



**JOHN JENKINS, SILICON VALLEY LUXURY REALTOR 408.823.3600**

JOHN JENKINS

Broker Associate

408.823.3600

[LuxuryPropertiesInSiliconValley.com](http://LuxuryPropertiesInSiliconValley.com)

[TheJenkinsTeam.com](http://TheJenkinsTeam.com)

[John@TheJenkinsTeam.com](mailto:John@TheJenkinsTeam.com)

License #01291177

20+ Years of Experience in  
Silicon Valley Real Estate

**COMPASS** **LUXURY PORTFOLIO**  
INTERNATIONAL®

## AFFILIATIONS / RESUME

- Luxury Portfolio International Specialist
- Top Agent Network
- Zillow 5-Star Agent
- Silicon Valley Associations of Realtors
- Saint Mary's B.A. Business Management/Marketing
- Record high sales - price per sf. ft represented the seller
- Consistently a top agent in his office
- Speaker & Instructor - Masters' Program

## MY COMMITMENT TO YOU

### FOR SELLERS

To sell your home for the highest possible price and, through our expert marketing strategies and negotiations skills, to put the most money in your pocket.

### FOR BUYERS

To negotiate for you the best possible price for your dream home, to educate and guide you throughout the entire process.



I want to be the only Realtor you, your friends and family will ever want to use

## INDEPENDENT CLIENT REVIEWS

**"John's negotiations skills are fantastic!** Not only did John attract multiple offers on our home, but he created a system that made choosing the right buyer clear and simple. In the end, his strategy proved to be one of his biggest assets as an agent and we just can't speak highly enough of him. "

Eugene and Kathy, Silicon Valley Sellers

**"Results, Results, Results.** We can only say good things about John. Honest, diligent, professional and pleasant to work with, he played a vital role in us getting the house we wanted."

Sharon and Ofer, Silicon Valley Buyers

**"We have bought and sold several homes, and we have never experienced agents like The Jenkins Team, ever.** Your professionalism was beyond the call of duty. We have already referred many of our close friends to them. They know what Customer Service is all about!"

Paul and Christa, Silicon Valley Buyers and Sellers



## JOHN PUTS HIS CLIENTS FIRST

John offers his clients the ultimate home buying and selling services in the extremely competitive Silicon Valley real estate market. With experience, insight and marketing expertise, he offers concierge-level care when buying or selling a home. He will work with you through the entire process, answering all the questions you may have, and provide guidance to help you make the best possible decisions. You will be kept informed every step of the way, and all the details will be handled in a smooth fashion to make the transaction appear seamless and calm.





Giving our clients a full service experience is our **number one** priority. To ensure that they receive the best service possible, we have assembled a diverse and knowledgeable team. From our detail-oriented realtors to our preferred vendors and support people, our clients receive the best that each team member has to offer.

www.TheJenkinsTeam.com

408.823.3600

*John Jenkins*

*Passionate, Creative, Consistent*

*"We believe in Total Customer Satisfaction. To ensure the highest quality service we limit ourselves to only 3 active listings at anytime. We do this simply because it better serves our clients."*

**J**ohn Jenkins brings to the team his formal education in marketing and finance, as well as invaluable experience in the field of Ethics and Leadership. John holds a Bachelor's degree from St. Mary's in Business Administration, with an emphasis in Marketing and Finance.

A veteran negotiator with a win/win approach to problem solving John is known for his easy going disposition and ability to take the edge off tense situations.

A local, John was born and raised in Los Gatos/Monte Sereno. John's father, Dr. Philip Jenkins, a successful dentist in the city of Los Gatos, taught him from a young age to appreciate the value of hard work and responsibility.

John has overseen, organized and directed major remodeling of several homes for his clients utilizing skills he learned while working for his Grandfather's construction company. "If a Realtor hasn't personally completed a remodel, how can they comprehend, understand, and estimate the cost on a renovation?"

John takes pride in being active in his community. He was involved with Scouting for 18 years as a Scoutmaster. Every year he organizes an office wide 2nd Harvest Food drive, a project that he initiated. John and Robin have also adopted a stretch of Highway 9 in Saratoga, where they personally pick up litter along the highway on a regular basis. "We grew up in the area and want to give back to the neighborhood and community that we love so much."

John has been a member of the District council for Cupertino/Sunnyvale/Santa Clara Realtors and has served on the Professional Standards Committee for SILVAR (Silicon Valley Association of Realtors). John has served on the Grievance committee for 8 years and was the Chairman for 3 years.

John is dedicated to continuing his education and expanding his skills, which has lead him to spend the last five years enrolled in a one on one coaching program specializing in negotiations and client advocacy. He also attends monthly two day seminars on a range of topics. John deepens his knowledge by passing on what he's learned. For the past nineteen years John has been a regular instructor in the Master's Program offered through Alain Pinel Realtors/Compass. John has consistently ranked in the top 5% of agents in the company. #001291177



*Visionary, Dedicated, Sincere*

*Robin Jenkins*

*"At times it takes the ability to see a home's hidden beauty. Frequently clients use me as their Realtor for decorating, remodeling, or new construction ideas."*



**R**obin Jenkins grew up in Saratoga and Graduated from Saratoga High, where she was on the Swim Team. She also Graduated from West Valley College with an Interior Design Degree and studied Architecture and Design in London, Great Britain, Scotland and Wales. Robin has over 25 years of experience and knowledge from working with some of the best companies in Interior Design. Preparing and staging a home for sale is one of Robin's greatest strengths.

Robin loves to educate her clients step by step through the real estate process. She learned the importance of this from her father, Donald Russell, who was a dedicated and loved elementary school teacher in the city of Sunnyvale for over 25 years.

Client service and high ethical standards are of the utmost importance to Robin. Robin is constantly using her problem solving skills to find the best way to handle each transaction. She offers the best service possible by learning about the latest laws and contracts through continued education, and she is very attentive to details so that each transaction goes smoothly.

In talking about their work philosophy in dealing with clients, Robin speaks with sincerity and conviction: "We will provide our clients with the finest quality service available in the industry. We will retain the confidence and trust of our clients through our total commitment to honesty and integrity in managing their transactions."



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408.823.3600

*Interpersonal, Inspired, Loyal*

*Brian Kelly, Licensed Assistant*

*"My goal is to make our clients feel completely attended to throughout the whole transaction process and beyond, and to do all those little things that our clients don't have time for."*

**B**rian Kelly is determined to make sure that our clients are completely involved every step of the way. He excels at discussing complex topics in a way that makes them clear and easy to understand.

Brian brings with him over six years of formal interpersonal training and practice. He is a graduate of San Jose State University, where he majored in Interpersonal Communication with a focus on mediation and cooperation. He thoroughly enjoys helping people solve problems and is dedicated to making sure that you have the best experience possible.



Brian has been around the Silicon Valley Real Estate Market his whole life and has family in almost every aspect of the industry. He is also highly adaptive with technology and is able to create beautiful websites, presentations and marketing material. In addition to his degree in communications Brian also has training in Business and Public Relations, giving him a wealth of formal education to call on at a moment's notice. He's worked with the Jenkins Team since 2015 on the administrative side, creating individualized marketing for each of our clients. Since getting his license he has been active in all aspects of the business, working with buyers and sellers to ensure that our clients have everything they need at all times.

DRE 02016375

408.506.0498

*Minoti Merchant, Licensed Buyers' Agent*

*Trustworthy, Enthusiastic, Passionate*

*"Real Estate is a relationship-based business, I strive to create relationships built on trust and confidence. To have completely satisfied clients with my professional and caring service."*



**M**inoti Merchant brings to the team over twenty years of experience in the customer service industry. She has developed an in-depth knowledge analyzing bay area neighborhood communities, their school districts, outdoor recreational venues, restaurants, and surrounding areas. This coupled with her experience in successful business development, marketing, and sales has given Minoti a tremendous advantage as a real estate agent to help you and your family make your home decisions.

For a start, she will carefully listen to you and work tirelessly on your behalf. Time and attention are gifts she gives freely when listening to clients share their dreams and goals, and then answering their questions to help them explore their options.

Minoti's success lies in continual focus on providing excellent customer service and her talent for guiding people through the unfamiliar and emotional processes of home buying or selling. She is skilled and experienced in understanding and explaining contracts, negotiating on your behalf, and maneuvering through the various steps of working with lenders, appraisers and the gamut of partners required for successfully completing your home deal.

Outside of her work life as a Realtor, Minoti enjoys spending time with her husband hiking in the various trails of the SF bay area, in addition to traveling and fine dining.

DRE 01977488

408.373.7042

# PAST CLIENT TESTIMONIALS



"Between John and Robin I was able to stay in touch multiple times a day using phone, fax and email. Great communication! I just wanted to thank you for the wonderful support you've provided us during and AFTER the close. It's not every agent that returns calls nine months after the close of escrow. You not only did that but you hopped on my issue immediately, as though I was a customer about to close on a new property! Next time we buy or sell, or know anybody contemplating the same, I know who to call!" —Hideo Esaka

"We interviewed several Agents before deciding to hire John and Robin to sell our home. They were the only Realtors that actually have a superb marketing plan with strategies all along the way to attract the most buyers to see our home. I would never use any other realtors. EVER!" —Frank & Holy Essmeier



"We are extremely busy people so we needed an agent that could take charge and make things happen without relying on us to help. John and Robin were the perfect choice. They did the painting, repairs, cleaning, staging, organizing, inspections – ALL OF IT! They made the entire process smooth, easy and did it in a way that did not disrupt our busy schedule" —Max & Eva Weng

"We needed a 'special needs' type of townhouse on a single level with no stairs. John and Robin took the initiative of calling expired listings that were single level townhomes and found us the perfect home. If they had not been so pro-active in their search it would have taken months longer to find us the perfect home" —Earl & Fran Bowman



"Results, results, results. We can only say good things about John. Honest, diligent, professional and pleasant to work with but most importantly he played a vital role in us getting the house we wanted. In the beginning we did not understand the value of an agent. All the information is on the web. But in this competitive sellers market you need experience on your side, John successfully bid and won two offers for us (at the end we backed out of one, John was instrumental in that process as well). He negotiated the correct terms, he worked personally with the seller agent into the late hours of the night and not by email like other agents, that made the difference. After the offer was accepted John spent many hours securing the deal, making sure the process went smoothly scheduling inspections, managing post offer negotiations and ensuring we got all we needed. For two professionals with busy schedules that made a real difference. If you want an agent that is a pro and on your side look no further. Thank you, John!!!" —Sharon & Ofer



# PAST CLIENT TESTIMONIALS

"Way beyond all expectations! When you engage a realtor to sell your house you expect him or her to sell the house professionally. What one doesn't expect is the absolutely full service of the Jenkins Team. From the completely prepared first meeting through the sale to the packing, sale or donating of all my furniture and "things" they were there leading the way and fully participating in the work. Without their help I doubt that I could have completed things on schedule. All of that work was done in parallel with a superb job of marketing and selling the house. I have told everybody that I know to go with Jenkins if they plan to sell."

- Harry "Hap" Robson

"The Jenkins Team sold many town homes where we lived. They took care of everything and gave us very good advice. They were more like a friend than a Realtor. John and Robin are so knowledgeable and so driven to give their customer the best service that I cannot think of anything they would need improvement on. If any of our friends need a Realtor we would definitely refer them to John and Robin" —Sam & Hye Han

"We are the first-time homebuyer. John gave us lots of guidance and walked through the home buying process patiently. He cares about our needs. Whenever we were interested in a house, he met us immediately and showed the house to us. He is also an experienced agent and his knowledge of remodeling and design gave us great suggestions. He seriously prepared our offer letter and presented it to the seller agent in person, which even impressed the seller agent. He played an important role in helping us get the house we want. John has a strong team and also the loan agent. I highly recommend John and his Jenkins team."

- Mu Zhou & Emily Xiang Zuo

"We just sold our home through John in Evergreen area, San Jose. We are very busy professionals. We wanted to work with a realtor to help us navigate the selling process as a turn-key operation. John proved to be professional par excellence. Every step of the process is explained ahead of time and he kept us posted on the status in a timely fashion. John's pulse on the market and his advice on list price, marketing channels etc., were exemplary. I'd highly recommend John to any of my friends and I will use his service again."

- Sai Gopalakrishnan

"I have worked with "The Jenkins Team" to sell two houses and buy one. I have found them to be excellent, very responsive, very thorough and very honest. Throughout the experience they maintained excellent communications and planned an outstanding sell strategy. In my buy experience, they assisted me negotiate the property to correct market price. No force, no pressure of any kind."

— Manish & Shailly Shah

"Not only did John and Robin attract multiple offers in the sale of our home but they created a system that made choosing the right buyer clear and simple. We would have thought that picking the 'highest offer' would have been the obvious choice but they pointed out many other factors that play into whether the transaction will be smooth all the way until the end of escrow. In the end, their strategy proved to be one of their biggest assets as an agent and we just can't speak highly enough of them"

—Eugene Tu





# References for THE JENKINS TEAM

Please feel free to contact any of our references.

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*Please let us know if any of the contract information is out of date.*





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**COMPASS**