

# TOP AGENT

MAGAZINE



RUDY L.  
KUSUMA



Rudy L. Kusuma is more than just one of the top producing agents in the lucrative Southern California market. His innovative team concept is changing the game and making clients rethink what they should expect from an exceptional real estate experience.

After getting his start in the industry in 2007 as an investor, Rudy came up with a team concept that has revolutionized the way real estate is done when he started TEAM NUVISION – Rudy L. Kusuma Home Selling Team. “In addition to our sales teams,

---

*“We already have a database of over 25,000 buyers-in-waiting looking to buy homes in greater Los Angeles area. I’m so confident in our approach that I guarantee I will sell your home or I will buy it myself.”*

---

we have one whole department devoted to generating ready, willing, and able buyers. We already have a database of over 25,000 buyers-in-waiting looking to buy homes in greater Los Angeles area. I’m so confident in our approach that I guarantee I will sell your home or I will buy it myself. People usually over promise and under deliver in sales, but I want us to take the risk not the client. This has been an enormously successful approach and we have one of the highest client endorsements in North America; As of 2017, our team has over 600 endorsements posted on Zillow by local homeowners.”

TEAM NUVISION – Rudy L. Kusuma Home Selling Team has a remarkably high rate of repeat and referral business, which





has been a real focus of their approach to customer service. Rudy and his entire team measure their success on the Three Rs—Referrals, Repeat clients and Reviews. “For us it’s not about just closing deals. We want clients to be so happy that they not only come back to us, but they want their friends and family, and even strangers on the internet to have the same experience that they had.”

Rudy and his team are equally devoted to serving their buyes. “We do several things

that go above and beyond to help buyers. Every Tuesday we have an Investors Club meeting that helps to educate buyers on purchasing a home or buying an investment property to rent or flip. We also go beyond just the MLS to search for properties. We have access to foreclosures, short sales and other listings that are hard to find on the internet.”

Staying in touch with past clients is a major priority to Rudy, who has eight customer service managers devoted to









*"For us it's not about just closing deals. We want clients to be so happy that they not only come back to us, but they want their friends and family, and even strangers on the internet to have the same experience that they had."*

just that. He also has found a unique way to combine maintaining relationships with his love of giving back to the community. "I send out regular letters to clients thanking them for their business, and letting them know that because of that business I have been supporting Los Angeles Children's Hospital. We are looking to raise \$100,000 (one hundred thousand dollars) this year for

the hospital, and my clients are big reason why that's possible."

Rudy has big plans for the future and wants to develop more agents and build more teams using his concept and systems in more marketplace across Southern California. "We really want to change the real estate industry. This business is more than just buying and selling





property, you really are impacting people's lives, and that includes the lives of our team members. When our agents don't have to waste their time with manual grunt prospecting, they're able to focus all of their time on serving their cli-

ents. We want to change relationships not only between clients and agents, but between agents and brokers as well. If everyone is focused on best serving the client, then the industry will be better as whole."

To learn more about  
**RUDY L. KUSUMA**  
call 626-789-0159,  
or visit [TeamNuVision.net](http://TeamNuVision.net)