



## RUDY LIRA KUSUMA

A lot of real estate agents will promise you the world. RE/MAX agent, Rudy L. Kusuma, is no different except for the fact that he always delivers on his promises and in the rare event he doesn't, he puts his money where his mouth is.

"If I don't sell your home in 27 days, I'll pay you \$2,500 cash," claims Rudy, the recipient of the 2013 Five Star Real Estate Agent Award. "I am that confident that my system works."

As Managing Director of Team NuVision, which includes multiple buyer specialists, a client relations manager, accounting and an administrative support staff, Rudy has come a long way since he fell into the real estate business six years ago.

"I was flipping home in 2007 when everything tanked," he recalls. "A client and friend had a real estate business and suggested I come work for him. So, here I am."

Rudy serves the San Gabriel Valley, as well as all of Los Angeles County, specializing in complex transactions representing property owners in disposition of their real estate, and has significant experience in pre-foreclosure sales, short sales, divorce sales, trust, and probate. With the help of Team NuVision, he has become one of the most successful agents in the country, successfully negotiating more than \$30 million of distressed sales with lenders nationwide, while winning such prestigious award such as the No. 1 Top Producer and Diamond Awards multiple times over.

"I'm only as strong as my team," stresses Rudy. "My team can handle any transaction: first time (buyers), apartment buildings, income properties, new construction, investments, retirements and relocation."

In a business that is still trying to bounce back after falling from such great heights, how is it that Rudy can make such hefty guarantees and continually, time and again, follow through on them? Two words, Clients First.

"Clients First is a two word miracle and it makes everything easy," says Rudy. "Practicing what we see as the future of real estate, the client is kept at the center of the transaction and provided with an expert at each step of the real estate process. This empowers each client and keeps them in charge."

In addition to their Client's First motto, Team NuVision is guided by honesty, competence and caring. Clients are regularly treated to holiday cards, blog contests and continuous fun, which usually leads to them

recommending Rudy and his team to their friends and family, for which Rudy sponsors a child on their behalf.

"Our eight core values are deliver WOW through service, embrace and drive change, have fun, pursue growth and learning, open and honest communication, build a positive team spirit, be passionate and determined and be humble," Rudy says.

One of Rudy's regular clients, Sandy C, knows first hand how quickly and effectively Rudy and his team operates.

"My experience with Team NuVision has always been great," testifies Sandy. "I've been using their services for more than 5 times in the past few years and their services just keep getting better. I would recommend them for all your real estate needs from buying and selling residential properties to commercial properties."

An ace in the hole for Rudy, so to speak, has been his presence on social media. He currently is using eight different social media outlets including Facebook, Twitter, blogs and especially Youtube.

"Every morning at 8 a.m. I do a two minute video for Youtube that lets everyone know what is going on in real estate in San Gabriel Valley and Los Angeles County in general," says Rudy.

In his free time, Rudy enjoys spending time with his family, even traveling home to Asia once a year. One of his favorite things to do, however, is going to the shooting range, where he likes to take clients a couple times a year.

"It's a great stress reliever," he says. "It's something different and clients really seem to enjoy it."

For a man who usually sells houses in five weeks or less and saves clients about \$5,000 each time, you may think there's nothing else for Rudy to accomplish. Individually, maybe, but his goals for the next five years are bigger than himself.

"I'd like to duplicate my system and franchise the system (in order to) share and make the industry better and stronger," he says.



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