

A photograph of a golf club on a green with a golf ball in the rain. The rain is falling vertically, creating a sense of motion and atmosphere. The club is a dark color, possibly black or dark brown, and the ball is white. The green is a vibrant green, and the background is a soft, out-of-focus green.

# The difference between a stroke of luck—and genius— has nothing to do with luck.

It's timing, experience and knowing when to take your swing.  
Like playing 18 holes in the driving rain with a prospect who's  
not buying. Only to have him hold out a dripping hand  
at the end, accepting your deal.

**SIORs play hard and work harder  
than any other commercial real estate  
brokers in the business.**



*Expect more.*