



Written by Haley Freeman

**R**ealtor® Derek Dunn's service philosophy is a simple one: clients always come first. After growing up in Orange County, Derek's desire to serve others took him overseas, where he spent 18 years engaged in faith missions and humanitarian work throughout Asia. When he returned home, he turned his heart of service to helping his neighbors achieve home ownership.

Derek takes a holistic approach to real estate that goes beyond simply helping people buy or sell a property. "I enjoy finding out what people's goals are and helping them meet those goals. Agents who are sales-driven get a bad reputation for pressuring people. I am focused, instead, on the individual and what they are trying to achieve, whether it's now or three years from now."

Derek provides his network of clients with ongoing

newsletters and market reports designed to maintain communication and keep clients informed until they are ready to make their next move. "As a consultant, I believe in adding value to everyone I meet. When they're ready, they'll naturally think of you. It's all about connecting with people."

Clients appreciate Derek's warm, down-to-earth way of handling a real estate transaction, and they often use words like "caring" and "knowledgeable" to describe him. One said: "I would highly recommend Derek as he is dedicated, trustworthy and efficient. He will take the time to find out his clients' real estate needs and go the extra mile to make sure they are satisfied. He is personable and easy to work with. If you are looking for an agent in Orange County, look no further. Connect with Derek now and you won't be disappointed!"

# A Team With Integrity



At boutique agency Intero Real Estate Services, Derek is assembling a group of like-minded professionals who share his vision of client-focused, consultative real estate representation. "I also have a desire to help entrepreneurs who are wanting to start a business. I have two agents on my team now, and I am working with three more individuals who are in the process of getting licensed. I look for motivated people who have high EQs, but lack experience. I bring the experience and mentoring to help them succeed. I learn their 'why' and help them focus, so that eventually they can create the kind of schedule and lifestyle they want."

A big believer in positive thinking and personal development, Derek leads a kick-off meeting each day that is designed to inform and inspire his team. "We do role playing, then prospecting, and my team can also join trainings provided by Intero. My focus is on personal skills and a kinetic way of learning. Doing the work together creates team spirit and accountability, so we can help each other be successful. Ultimately, that positive environment filters down to the client."

Intero Real Estate Services is a brand strategically focused on the California market, with innovative technology and marketing platforms designed to maximize the client experience in this unique real estate environment. Further, Intero's affiliation with global real estate leader Berkshire Hathaway provides sellers of California properties with unrivaled access to buyers from around the world.

Intero's international presence meshes well with Derek's real estate practice. Derek's wife is Singaporean and maintains an international financial planning business. They travel abroad frequently, and due to their shared relationships across continents, Derek does a high volume of overseas transactions. His personal global associations are an asset in Orange County's multi-cultural community, where Derek is able to connect with people from

around the world and make them feel understood and at ease.

Derek is an upbeat, high-energy individual who greets each day early and with enthusiasm. He serves his community as a lay pastor at his church in Aliso Viejo, and he enjoys spending his free time with family, golfing and riding his Harley Davidson.

While many agents are deferring to technology to fulfill essential real estate functions, Derek and his team believe in maintaining personal connections and tailoring each transaction to the needs of the individual. "Having a qualified and trusted professional looking out for your interests is essential when you're dealing with your most valuable asset. This is a team that has integrity and will listen to you."

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