

### Logan Wood

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**Back to our Sales Staff**

Hailing from Broken Arrow, Oklahoma, I am grateful for the opportunities my customers give me to work with them in finding a great and affordable home. Buying a wonderful house is all about the details, and as a detail oriented individual, I enjoy the challenge of combining knowledge with attentive work habits. During my time working with customers in the Tulsa, Oklahoma area, I have found that carefully and openly working out the process of home ownership leaves everyone satisfied, knowing exactly what they are purchasing and how well it fits their needs.

In my personal sales experiences, I have learned a great deal not only from my loyal customers, but from the sales staff here at Home-Mart. No matter how much time you devote to understanding the customers' needs, there is always something more that you can learn from working with a well-informed and knowledgeable sales team. It has been my personal experience that customers are best served by representatives who learn from each other as well as industry published standards of conduct.

During my time working in the home industry, I have spent countless hours studying and inspecting our homes firsthand. As part of my studies, which include on-site, internet, book, DVD, CD, as well as practical life experience, I have learned two vital truths about manufactured housing. First, manufactured homes are built to extremely high standards of safety. By selling homes built to withstand a wide variety of conditions, I know that my customers are receiving the kind of shelter and comfort that they deserve. Second, it has been my personal experience that manufactured homes consistently provide the kind of beautiful, personal interior that our customers deserve.

My favorite part of my job is getting to work with real people on a daily basis rather than spending all day in an office. It is not easy in today's housing market to find a place that fits just right, but I believe strongly that it is possible. Which is why I enjoy taking the time to get to know each customer personally as we work together to find the right home for them. It is the customer who has the best feel for what they want and need in a house and my job is to help guide each home buyer to the place where they purchase a home that meet's their specific needs.