

Donohue gives back to real estate clients

RIDGEWOOD – Over 150 local residents were recently treated to an event that included a 25-foot two-lane waterslide, a large Sponge Bob bounce house, cartoons from a professional caricaturist, a piñata filled with candy and toys, and all the food, drink and Slurpees they could handle – all free of charge.

If you're thinking this must have been a large company picnic at some local resort that would be a good guess but you would be wrong. This event actually took place on Colonial Rd. right here in Ridgewood at Aloysius Donohue's house.

Donohue, local resident and RE/MAX REALTOR, hosts this party every year as his way of showing appreciation to his real estate clients or "real estate family" as he calls them. "I've never looked at my business as a series of 'one-off' transactions. Instead, I feel I am in the business of building relationships for life. My clients see me as 'their REALTOR®' in the same way they have 'their accountant' or 'their doctor'. I keep in touch with clients throughout the year and try to deliver value all year round as opposed to resurfacing only when my clients have a home to buy or sell. My

existing clients drive my business through their referrals, so hosting this annual event is the least I can do to show my appreciation. Besides, nearly all of my clients have become personal friends so I honestly couldn't think of a better way to spend a Summer Saturday than at a BBQ with my real estate family," said Donohue.

The appreciation seems to go both ways. "Al is an even better human being than he is a REALTOR® and that is saying something since he is by far the best REALTOR we have ever worked with. Last year's client BBQ fell on the very day that we moved into our new Ridgewood home. So, while the movers were unloading our furniture we were able to blow off some steam at Al's party and feel like we were part of the Ridgewood community on our very first day in town" said Debbie Curley of Ridgewood.

"I think Al has done more work for us AFTER we closed on our Ridgewood home than he did before – if that is possible. He didn't forget about us after the closing and has been an incredible resource for school info, referrals from landscapers to pediatricians and he even dropped off a little flag along with some information on Ridgewood's Parade a few days before 4th of July. We've met many of our Ridgewood friends through Al. We circle all of his parties and

dinners on our calendar because we now have a network of folks that we look forward to seeing at each of Al's events," said Susan Horne of Ridgewood.

Donohue's only concern seems to be figuring how to top this year's event. He says the next Donohue Group Event will be in late fall or early winter and will be very dif-

ferent from anything he has done for his clients in the past.

For current information on the Ridgewood real estate market contact Donohue at 201-906-3287 or al.donohue@remax.net or stop in to visit him at the new RE/MAX office at 81 N. Maple Ave. in Ridgewood.



PHOTO COURTESY OF THE DONOHUE GROUP

Donohue's house party is a show of appreciation for his 'real estate family.'