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HOUSE & HOME

Volume 24, Issue 3

# Spring PLANNING GUIDE



# Keystone Custom Decks

The future looks brighter than ever thanks to new offerings sure to benefit clients *page 11*

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## *Taking Center Stage*

*Create a blissful outdoor living space just in time for spring*

## *Eye on the Exterior*

*Protect your home while adding value and boosting curb appeal*

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Bringing unmatched expertise and a designer's eye to decorative concrete projects *page 31*

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## Closets by Design SE Pennsylvania and Delaware

Creating organized, clutter-free spaces that are tailored to your lifestyle and budget *page 25*

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# Sequoia Out Back

## Inspiring homeowners to create their outdoor oasis *page 1*

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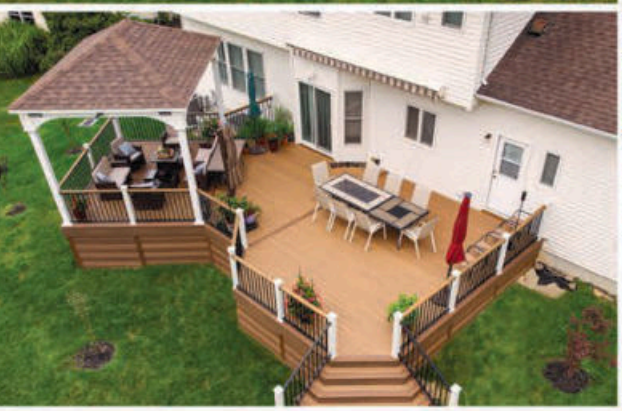
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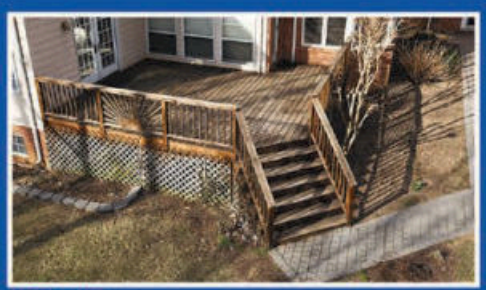




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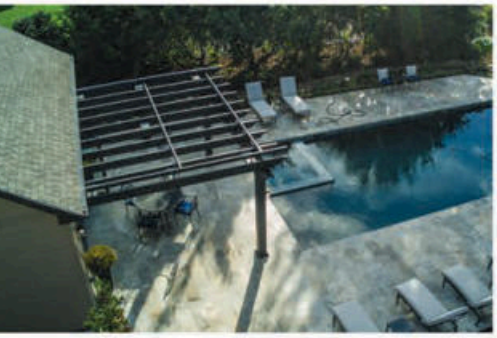
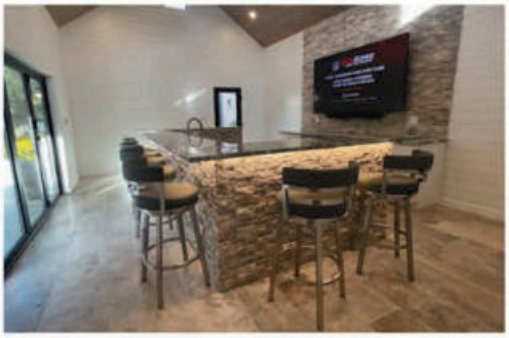
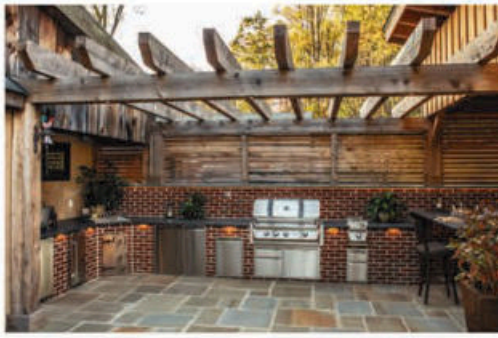
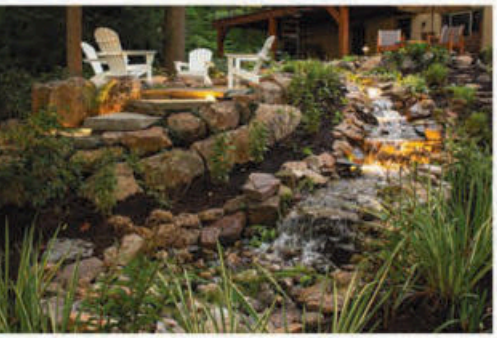
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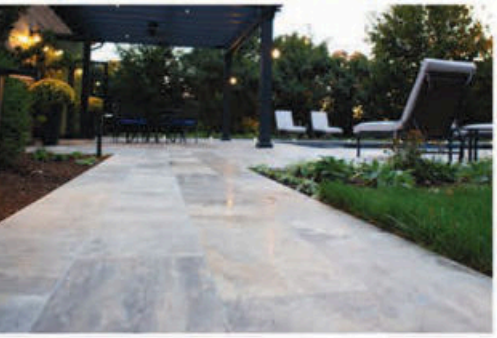


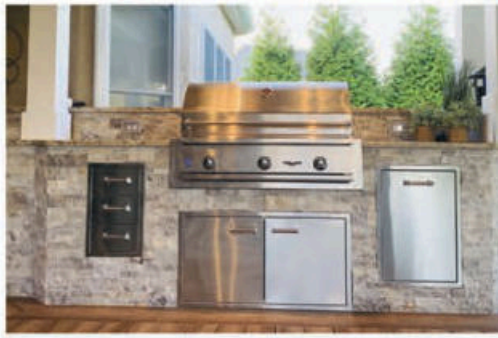
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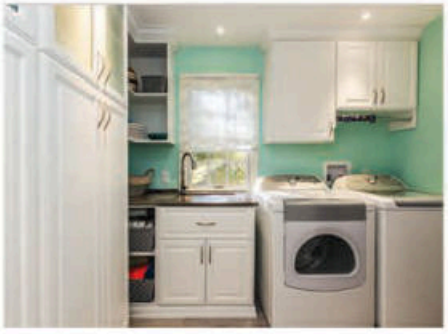


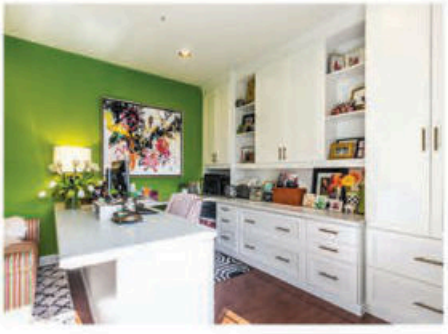
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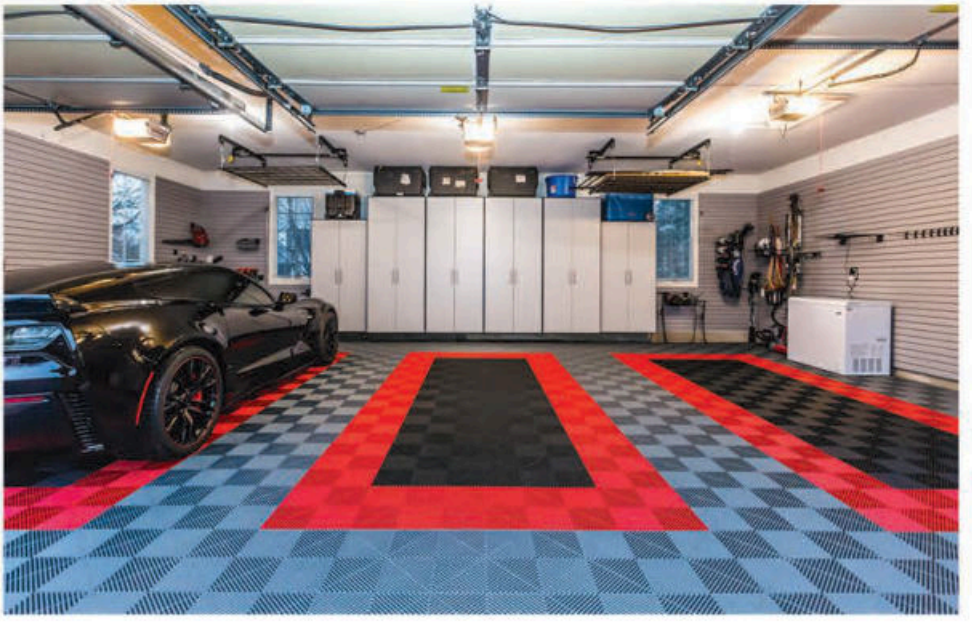
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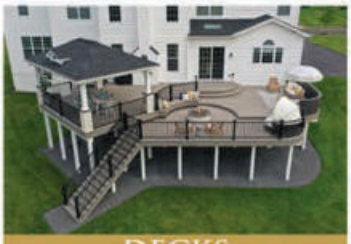




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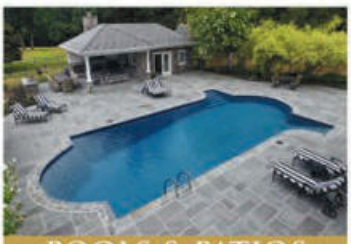
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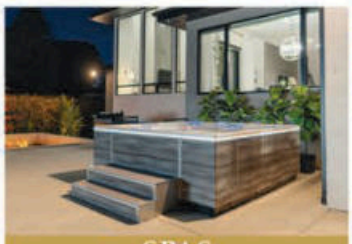
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# Ready for What's Next

**The team at Keystone Custom Decks didn't miss a beat while navigating personal and professional tragedies, and they're greeting the future with new offerings sure to benefit clients across its five-state service region.** *by* **Madeleine Maccar**

If 2023 was a year for learning how to bounce back from heartbreaking adversity, this one is Keystone Custom Deck's year to celebrate all the ways the family-owned builder is coming back stronger than ever.

"2024 is going to be a great year!" promises Marcus Stoltzfus, who joined the Keystone team as its marketing manager last fall but has known the company's key players for quite some time.

Before Stoltzfus came on board, Keystone had suffered a series of tragic events. Founder and owner Amos Esh passed away in 2021; fortunately his sons successfully carried the company into its second generation of family ownership. One of the sons, Kevin, was killed in a plane crash days after his 30th birthday in September 2022, and just weeks before losing Kevin, the company's East Earl showroom and shop suffered significant damage from the results of a fire, causing the team to relocate for a large portion of 2023 while repairs were made.



With a service area spanning five states of loyal customers eager to complete their decks, patios, pools, outdoor kitchens, water features and other outdoor projects the in-demand team at Keystone Custom Decks is known for, the company knew it had to get back to business as usual and honor its commitment to its clients, no matter how hard it was to move forward.

The fruits of forging ahead include an updated, one-of-a-kind showroom in East Earl that the Keystone team proudly welcomes the community to discover, explore and be inspired by.

"It's where people can see something they haven't been able to before. Vision is something some people struggle with, especially with a custom project," Stoltzfus says. "Sometimes, they'll come to our showroom and see something for the first time and they go, 'Yep, that's it. That's exactly what I was thinking.'"

That "Aha!" moment of meeting the piece, configuration, color scheme, accent or flourish that a client has been waiting to come across is not an uncommon occurrence at Keystone's show-stopping showroom.

"There's clients who have come in and actually pieced together items from the showroom for their own design after seeing them in person," he continues. "There's multiple porch displays, outdoor kitchen displays everywhere, you name it. And then the adjoining café also has many outdoor setups as well, so you're able to see a lot of different options all in one place."

And while the Keystone showroom is temptingly close to the beloved Shady Maple Smorgasbord and Farm Market, its own café is gearing up for an expected March reopening—and already has the makings of becoming an in-demand destination in its own right.

"In the past, our café has served as a great space to host people," says Stoltzfus. "Whenever someone comes in for a visit to the showroom, they often will go over to the café for some coffee and to grab something to eat. The new space is going to be updated. …. The fire, while it was obviously terrible and took us through a rough patch, gave us a chance to reconfigure and reimagine the spaces on the property. We've added an extra floor of office space, and the café is now going to have a 30-seat indoor seating location. Like in the past, folks can rent out the café space, only this will be a year-round spot for them."

The growth of Keystone's new-and-improved offerings is proportional to how thoroughly the company has expanded its capabilities since Amos founded the company in 1983. While his ideals of approaching every job with high-quality materials, superior craftsmanship and custom designs remain the same, those projects have evolved to include all aspects of outdoor living projects.

"The inspiration to add divisions to our company was being able to fully support whatever someone needs in their backyard from start to finish," Stoltzfus explains, adding that Keystone also handles project requirements like permitting. "We're able to give you a porch, a patio, a pool, and masonry features like fireplaces or firepits. Typically, people got the service from us and then had to go somewhere else to get their pool installed. Now, we've really become a one-stop shop for your backyard."

No matter how far the company goes or how exponentially it grows, though, Stoltzfus says ensuring that every client is a happily dazzled one will always be Keystone's goal.

"The continuity factor is a big one, even when it comes to working with our team. From the time you first reach out to the very end, our team strives to have the same attitude and energy. People often comment about the uplifting spirit our team brings. Seeing the homeowner with a smile on their face knowing they made the right decision to choose us at Keystone, that goes a long way for us!" H&H

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# LANDSCAPES IN BLOOM

BY CARLY MURRAY

Mother Nature takes center stage during spring, and the right **landscaping and hardscaping** can create a blissful outdoor living space that allows you to experience the season like never before.

As an extension of the home, an outdoor area can tap into boundaries previously unexplored. The space beyond four walls offers opportunities to finally create the entertainment, relaxation or gathering area that couldn't fit inside the home, all while benefiting from both the special addition of and amalgamation with nature. Natural elements can not only elevate the appearance of an outdoor addition, but also provide the ambiance necessary to uplift the spirits of homeowners and their guests alike.

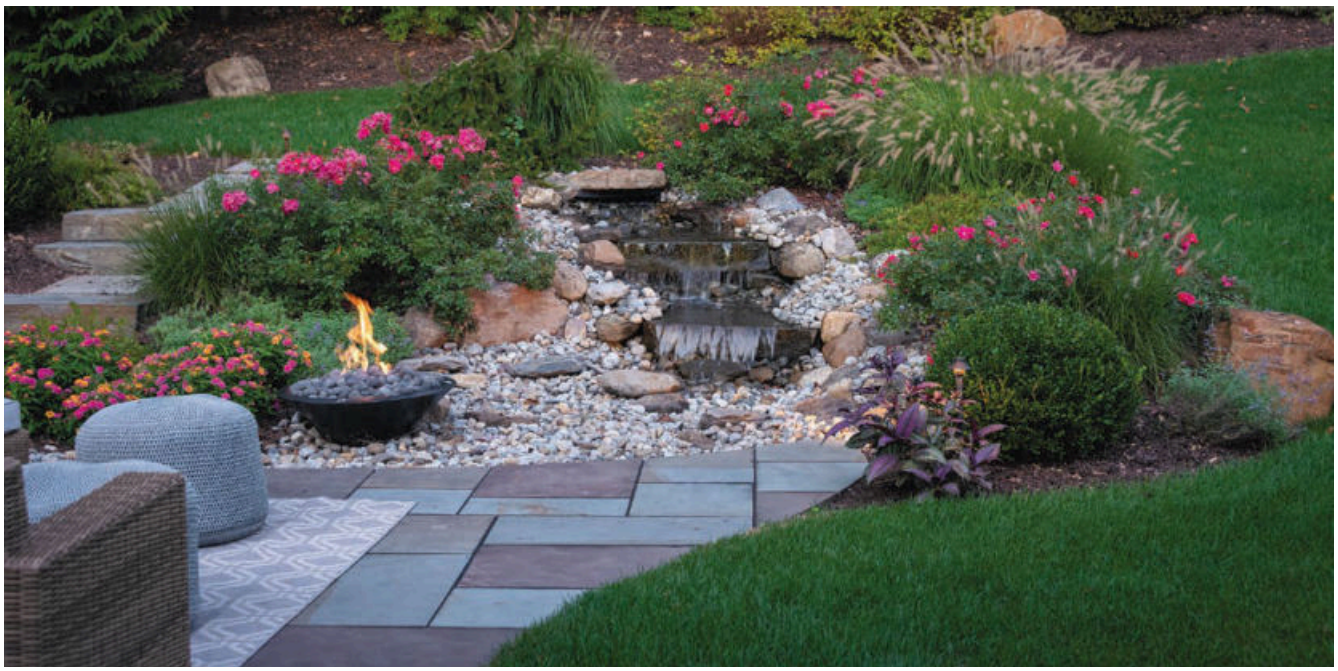
"I view the outdoor living space as an extension of the home and the client's personal style. The colors in the architectural details of the home are important when choosing materials and colors for the outside space; they don't have to be an exact match, but it will all flow together if the colors and tones complement each other," says Keith Frederick, owner of ELA Outdoor Living.

While the main attraction might be a water feature, outdoor television set or a high-tech lighting and sound system, what truly makes outdoor living spaces special are the plants complementing them. Implementations to reduce an ecological footprint are trending most right now, both inside and outside the home. With such considerations, a cosmetic rejuvenation can give back to the earth to help create a symbiotic relationship. While spring is a fantastic time to enjoy an outdoor living space, it is always best to be conscious of how plants will interact with local native species and the changing climate.

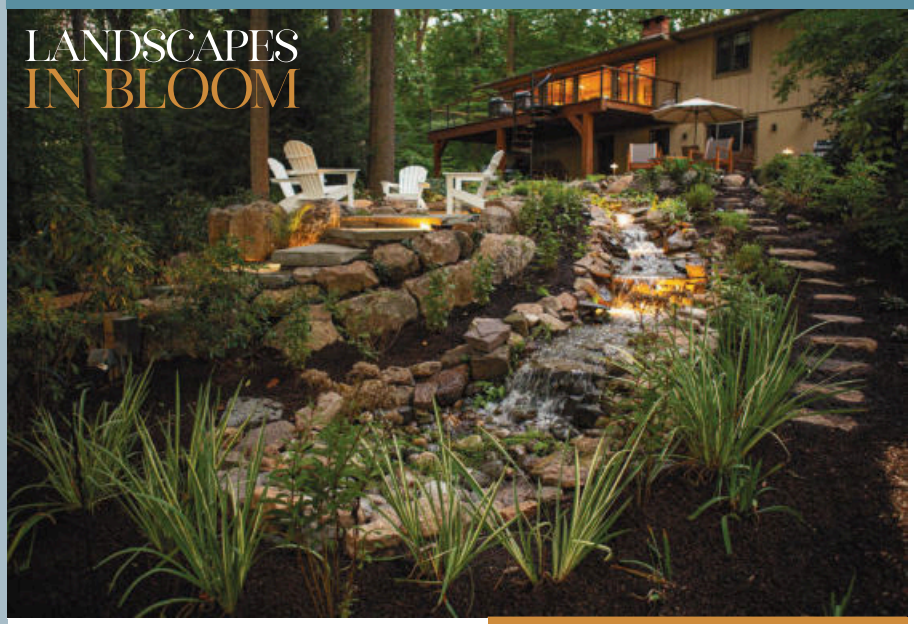


"Everyone and everything is being affected by climate change. Therefore, my focus is to incorporate as many plantings into a design that can handle extreme temperature swings throughout the year and satisfy the aesthetic needs of the client," says Ronni Hock, landscape designer and owner of Ronni Hock Garden & Landscape. "It's a balancing act that's essential from my perspective. … Beauty plus environmentally sensitive practicality seems to be the formula going forward."

Describing one of her favorite projects as an example, Hock explains how an intri-



Images at left and right courtesy of CLC Landscape Design. Image above right courtesy of Ronni Hock Garden & Landscape



cate home was customized to her client's specifications. This complete renovation of a contemporary home in a wooded area for a young family emphasizes the realm of possibilities in landscape design when using the natural surroundings to spark creativity.

"One of the client's principal concerns was to create a series of gardens with native plantings that would complement the location of the home and be safe for the children and pets," she recalls. "My intention was to create an 'inspirational journey' for the girls that would lead from the main house, through a woodland maze and into their playground near the lake."

Placement can make or break a final product. That's why it is vital to balance looks and utility while also envisioning these attributes from all perspectives: changing weather, night and day, and the relationship with both natural and manmade features.

"What's your priority? If you're cooking, you need an area for cooking, but you also need your traffic patterns to go to a social area where you can just relax—say, by a fire pit or a water feature," says George Mihalchick, owner of Ponds By George. "A lot of people don't really think about this, but it's your angle, your exposure to the elements like the sun. Is your dining area going to be right in the sun rays in the evening hours as the sun is setting?"

With any project that has an everyday impact, a household's unique lifestyle should be a significant consideration in determining what works best. Families with pets likely want to enjoy the outdoor living space alongside them, but they'll also want to take into account what popular plants are toxic to dogs or cats. While working with natural elements, carefully planning around all the living things that may interact with it can yield the best and safest results, while also providing new inspiration.

> "I view the outdoor living space as an extension of the home and the client's personal style."
>
> —Keith Frederick
> Owner of ELA Outdoor Living

"At ELA, we have excellent horticultural knowledge and will always advise on which plants and shrubs are better for different soil types, areas of the garden, if they're deer-resistant and, of course, whether or not they are a good choice if the client has children or pets," says Frederick. "Some things which might look beautiful are not a practical choice in reality for the local climate and the ways in which it is intended to be used."

Practicality and safety are two guiding principles when it comes to selecting from the many different types of water features, especially if an area is intended for small children to run around and play. Conferring with an expert can help narrow down that plethora of choices to best accommodate one's ideal scenario.

"The most popular water feature we do is called a pondless water feature, meaning there's a stream and you've got all these nice little waterfalls, and it's beautiful. You get the sound of water, you get sunshine, you get birds, your dogs can go in and your kids can play in it. But, it disappears into a gravel bed; it doesn't go into a pond and therefore it's totally safe," says Rich Cording Sr., owner of CLC Landscape Design.

Fire features alongside water features are popular ways to add a wow factor with contrasting elements, from a fire pit to sit around after getting out of the pool, to actually combining them in a fire and water bowl where both flow simultaneously.

"We call it living the lifestyle—even when you're inside and you look outside, you always see a water feature. That's your focal point. That's where people are going to gather. That's where the conversations are going to happen if you have seats by it.



Image at left courtesy of Ronni Hock Garden & Landscape. Image above left courtesy of ELA Outdoor Living

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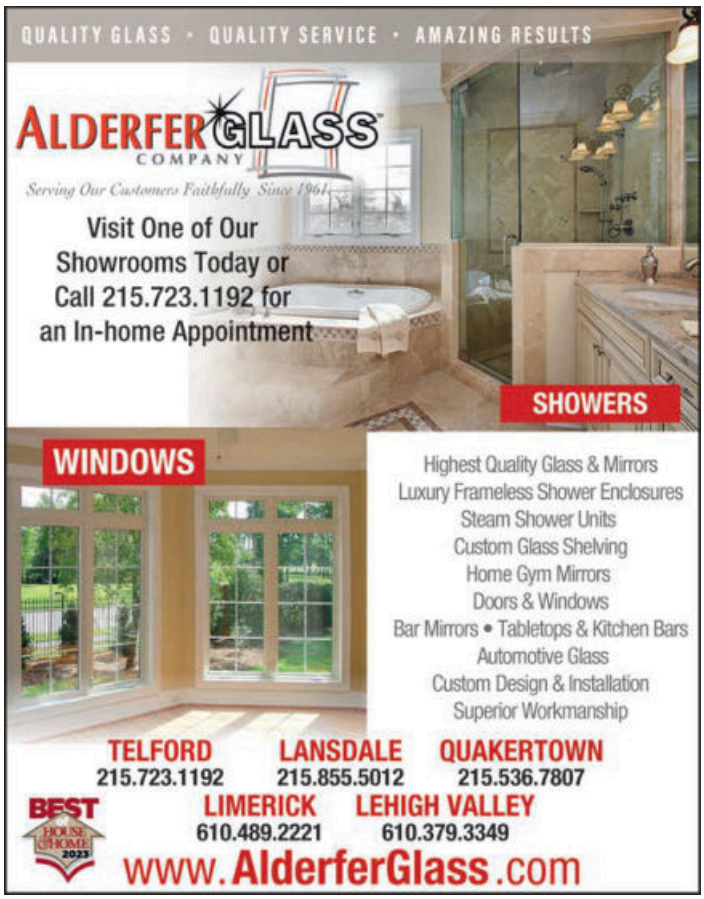
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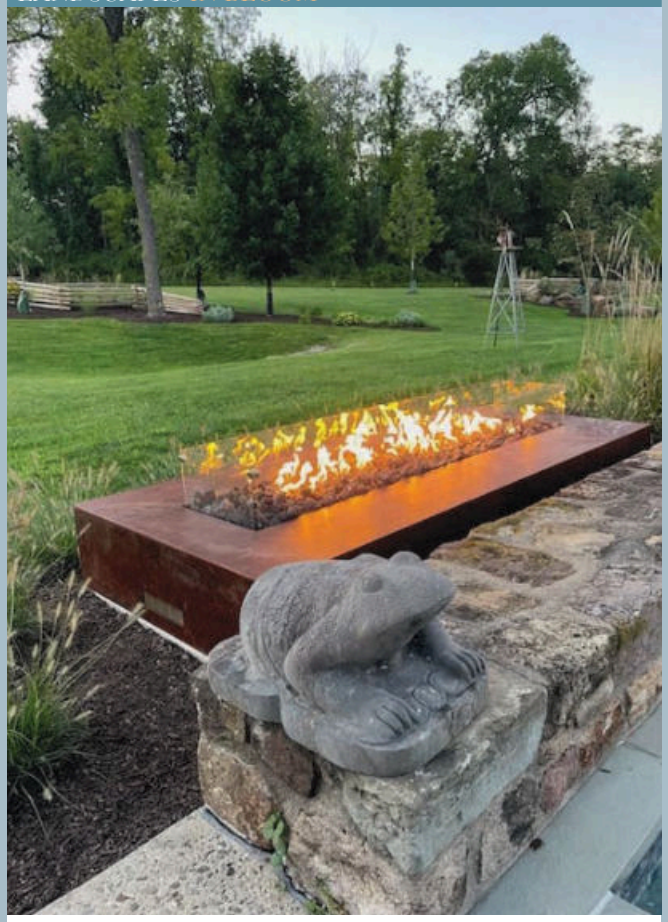



Image above courtesy of ELA Outdoor Living

And I can tell you that a fire pit will usually be by a water feature, because it's soothing, it's relaxing," says Mihalchick.

The best time to make the leap toward beautifying an outdoor living space is right now. With planning design, consultations and construction, there are permitting considerations to account for, as well. Knowing your town's standards and laws can minimize the potential for any hurdles moving forward.

"The sooner, the better," Cording affirms. "Everything in every town in North Jersey requires permits or what's called a zoning review. What normally used to take weeks is now taking months."

Any vision in home renovation these days can become a reality with adequate planning, expertise and time. Allowing the climate provided by spring to demonstrate the endless opportunities for an outdoor living space can guide you in making the choices necessary to create your family's new favorite hangout destination. H&H

## RESOURCES

**CLC Landscape Design**
Ringwood, N.J.
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CLCDesign.com

**ELA Outdoor Living**
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**Ponds by George**
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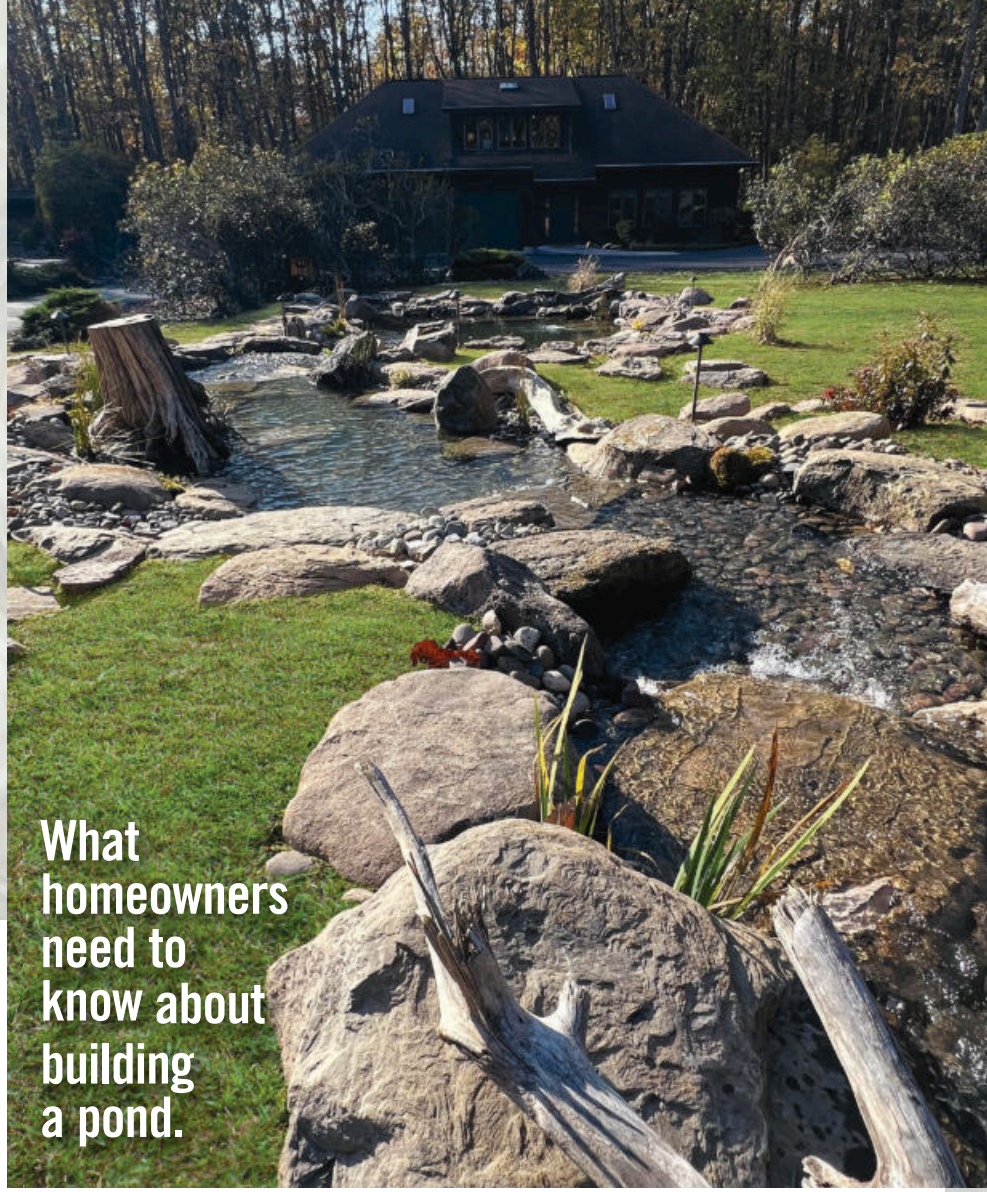
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# Peace in Your Own Backyard

For nearly three decades, George Mihalchick has been helping people connect with nature through water features. From fish and koi ponds and bubbling fountains to disappearing waterfalls and all the accessories in between, Ponds by George can bring a wealth of creativity to any space.

As spring approaches, it's a great time to consider bringing these features to your own yard. If you're contemplating a pond project, Mihalchick says the following topics are some of the most important to consider.



## What homeowners need to know about building a pond.

## Location

**SHOULD IT BE CLOSE TO THE HOUSE, PATIO, PORCH, ETC.?** You definitely want to see and hear it from a comfortable location. Don't put a pond in the lowest area of the property as outside water can enter the pond and harm the fish, and/or put pressure under the pond liner and possibly lift the liner and rocks inside the pond. Sun or shade have some impact; water plants will perform better in the sun allowing more root growth, which in turn filters the water better. Shade means more leaves and debris can fall into the pond causing more maintenance.



## How Big?

**BIGGER IS BETTER!** The bigger a pond is, the easier the maintenance. A bigger pond allows for more water movement and more filtration which results in less algae. A depth of 24-to-30 inches is plenty. Most townships require a fence around the pond over a 24-inch depth.

## Dirt

**A LOT OF DIRT COMES OUT OF THE HOLE DUG FOR A POND.** Most of the dirt will be used around the waterfall, some will be used in the landscaping around the pond as well. Sometimes you will need to find places to put any excess dirt.

## Water Line

**A DIRECT WATERLINE IS NOT NEEDED TO HAVE A POND.** Once you fill the pond, however, you will need to top it off due to evaporation. You will need to use a garden hose to add to the water level if there is no rain for a while. If this becomes troublesome, then an autofill can always be added.

## Filtration

**THIS IS THE MOST IMPORTANT STEP.** The bog or wetland filtration is the best type. This is created with gravel and plants and no filter pads. This is completely natural allowing the water to move up through the gravel into the roots of aquatic plants growing in the gravel. The fish waste is absorbed into the roots and turned into usable nutrients for the pond, keeping the water crystal clear. Cleaning can be as little as once every one to two years depending on fish load.

## Cost

**THIS IS RELATIVE TO SIZE AND TYPE OF FILTRATION.** Extras such as lighting, landscaping, driftwood and fish caves will add costs but have an amazing impact on the final project. H&H

## Ponds by George

1855 Street Road | Southampton, Pa.
(215) 396-7500
pondsbygeorge@gmail.com



# Elevating Your Exterior

by Kristen Jorgensen

**TRANSFORMING YOUR HOME INTO A STUNNING SHOWCASE IS EASY WITH THE HELP OF A PROFESSIONAL.**

Your home's exterior is the first impression you give to guests and passersby, making it essential to ensure it reflects your style and personality. From the roof to the landscaping, every detail contributes to the overall aesthetic and curb appeal. Read on to explore the latest options in roofing, siding, paint, lighting and other ways to liven up the look of your exterior with advice from some of the region's leading professionals.

## Unveiling the Beauty of Stone and Brick Veneer

In the realm of home design, few elements evoke a sense of timeless beauty and sophistication quite like stone and brick veneer. These versatile materials have long been cherished for their ability to enhance the aesthetic appeal of any structure, whether it's a cozy cottage nestled in the countryside or a sleek modern residence in the heart of the city.

"You can transform your home with the timeless elegance of stone and brick veneer. Thin stone and thin brick veneer can add that earthy, yet elegant allure that full-thickness stone and brick provide at a cost savings," shares Michael Chadwick from Riverside Supply Company.

Crafted to mimic the natural beauty of authentic stone and brick, these veneers offer a stunning facade that enhances any architectural style.

"Thin stone and brick are made from extremely light and durable materials that do not add significant weight to your home while still offering the look of refined sophistication," Chadwick continues. "The versatility of the products allows for the material being used on the outside of the house to be introduced on some focal points in the interior of the home as well."

Once stone and brick veneers are installed, there is little to no maintenance. So whether you're looking to add rustic charm or contemporary flair, stone and brick veneers provide durability and versatility, creating a lasting impression for your home.

## Roofing: The Crowning Glory

The roof is not only a functional component of your home but also a significant architectural feature. Advances in roofing materials offer homeowners myriad options to enhance curb appeal while providing durability and energy efficiency. Traditional asphalt shingles remain a popular choice, but metal roofing, with its sleek appearance and longevity, is gaining tremendous traction.

"A roof is one of the most integral parts of a home, as it is one of the most critical lines of defense against protecting it from the elements," says Isaac Huyard, owner of Silverline Exteriors. "Metal roofing not only looks impressive from a design aspect, but is also very eco-friendly and incredibly durable."

Though metal roofing costs more than other materials, it offers better roof insulation, providing energy savings and a return on your investment, and can last for several decades.

"Metal roofing can last up to 75 years when installing a standing seam metal roof. It's worth the initial investment if a

homeowner has the budget for it," says Huyard.

Global Home Improvement has also had great success over the years with the installation of metal roofs and recommends that option of its durability and aesthetic appeal.

"Asphalt roofing can show its age quickly," says Adam Parnes, marketing manager for Global Home Improvement. "It may last 15-plus years, but typically after five it will show discoloration and staining. Metal roofing has no discoloration issues and will last longer and look better on your home. Metal slate roofing turns your boring asphalt roof into a dynamic and aesthetically pleasing focal point of your home."

## Siding: Style and Substance

Siding also plays a crucial role in protecting your home from the elements while also defining its exterior style. Engineered wood siding is an option Huyard highly recommends, specifically LP siding—or LP SmartSide—a type of engineered wood siding that mimics the look of natural wood but is more durable and resistant to weather, rot and pests. It's made by Louisiana-Pacific Corporation and consists of wood strands or fibers bonded with resin and zinc borate.

"The core material is wood. However, it has undergone an extensive treatment process to enhance strength and resistance to some fungal elements and moisture," explains Huyard.

Another emerging trend is the use of board and batten style, which combines the natural beauty of a more traditional farmhouse look with the low maintenance of engineered materials, providing a timeless style with modern convenience.

"Wood siding that consists of narrow vertical strips or battens installed over a flat base or board is known, logically enough, as board and batten, or batten board. It has been popular for centuries on the exterior of houses, and has since become a trendy way to add visual interest to the exterior of the home," says Vic Fiore of Magnolia Home Remodeling Group.

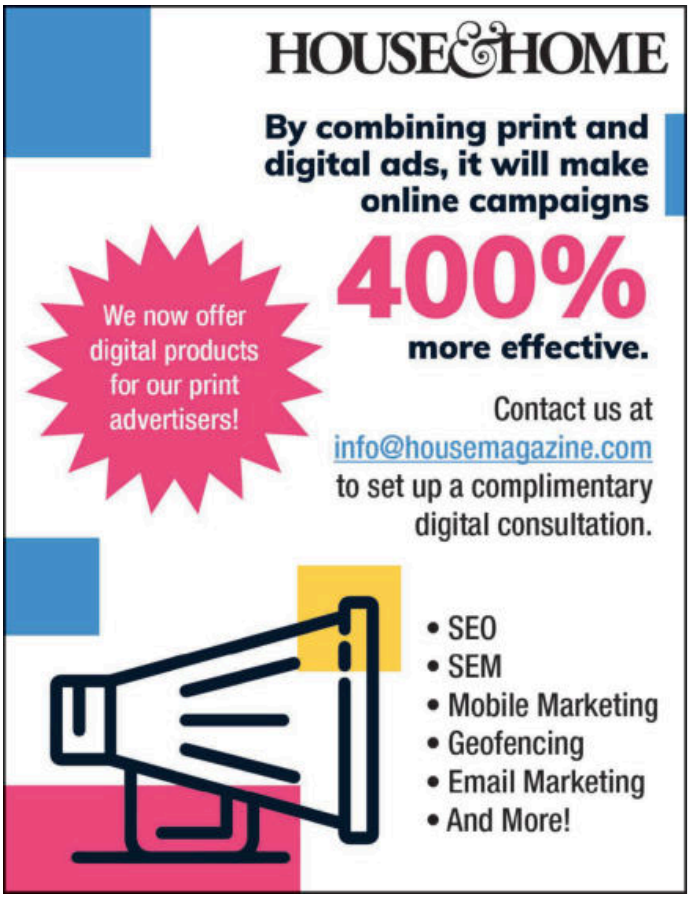


## Paint: Adding Personality

A fresh coat of paint can instantly transform the appearance of your home, breathing new life into tired exteriors. When selecting exterior paint colors, consider the architectural style of your home and the surrounding landscape. Neutral tones like beige, gray and taupe are timeless choices that complement a variety of architectural styles, while bold hues like navy blue or forest green







H&H EXTERIORS

can make a striking statement.

"The industry is still seeing clients opt for lighter color homes—whites, creams and neutral tones—whether when painting or selecting siding materials," Fiore says.

Fiore also points out how certain details can add further visual interest to your home's façade. "You can also add stone veneer to the trim areas of the home for an extra pop of character. It really adds an upscale look to the home."

## Lighting: Illuminating Your Home's Beauty

Outdoor lighting not only enhances the safety and security of your home, but also adds both ambiance and drama to your exterior space. From sleek wall sconces to dramatic uplighting, the options for outdoor lighting are virtually endless. Consider installing pathway lighting to guide guests to your front door or highlighting architectural features with strategically placed spotlights. For a touch of elegance, add string lights or lanterns to your porch or patio, creating a warm and inviting atmosphere for outdoor gatherings.



"We will never lose the trend of homeowners wanting to spend more time outdoors when the weather gets warmer, hence the continued popularity of decks, porches, patios and pergolas," says Fiore. "Adding ambient lighting to those areas creates a more inviting feel and allows the homeowner to enjoy the space after dusk."

## Landscaping: Adding the Finishing Touches

No exterior transformation is complete without attention to landscaping. Thoughtfully designed landscaping can enhance the overall curb appeal of your home, framing it like a work of art. Start by assessing your yard's layout and consider incorporating a mix of trees, shrubs






and flowers to add color and texture. Define your outdoor spaces with hardscaping elements like pavers or stone walls, creating visual interest and adding functionality to your landscape. Don't forget to maintain your landscaping regularly to keep it looking its best year-round.

Your home's exterior is a reflection of your style and taste, making it essential to invest in upgrades that enhance its curb appeal and overall aesthetic. From roofing and siding to paint, lighting and landscaping, there are countless ways to elevate the look of your home's exterior and create a stunning showcase that you'll be proud to call your own. By incorporating these latest options and trends, you can transform your home into a welcoming retreat that leaves a lasting impression. H&H

## RESOURCES

**Global Home Improvement**
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(866) 735-1121
GlobalHomeInc.com

**Magnolia Home Remodeling Group**
Union, N.J.
(855) 624-6655
MagnoliaHomeRemodeling.com

**Riverside Supply Company**
Sayerville, N.J.
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# Maximize Space and Storage



**Closets by Design SE Pennsylvania and Delaware** creates organized, clutter-free spaces that are tailored to your lifestyle and budget. *by* **Brittany Morrisey**

**With housing inventory near record lows and mortgage interest rates climbing, many area families are looking to stay in their current homes.** Charles Waterman, CEO of Closets By Design SE Pennsylvania and Delaware, a leader in home storage and design solutions, says right now homeowners are reinvesting in their homes to maximize their overall space and to better utilize their storage areas.

For some families, it's become more common to work from home during some part of the week, or even full time. Finding extra room for a home office can be tricky. Closets by Design has a number of clever solutions for this dilemma. For example, if you want a temporary workspace, knowing that you might not need it after a certain amount of time, Closets by Design can construct a free-standing home office for you that can easily be moved or disassembled at a later date. "We can put in pullout trays and sliding shelves," Waterman says. "We can make provisions for different types of monitors. There's a lot that we can do."

Need some privacy for video conference calls? Closets by Design can also create areas of seclusion within your workspace so you can conduct business with minimal interruption. Whatever your needs, the company can create a space that is tailored to your home and your budget.



Reorganizing the garage is another project many homeowners are undertaking right now, Waterman says. Unlike competitors, Closets by Design's garage systems takes into account what needs to be accessible and what should be stored and ready when needed. "Other companies generally offer garage systems where everything is stored openly, and so you get a very overwhelming, cluttered feeling from those designs." With Closets by Design, a designer will work with you to understand what items in your garage need to be behind doors and what you'll want within reach. This approach results in a space that is less cluttered and safer for children because items that are hazardous or have sharp edges can be put out of reach.

Additionally, Closets by Design can install ventilated flooring in your garage, which can cover up imperfections in the concrete, provide anti-fatigue cushioning and make it a safer space for little ones.

As homeowners make the transition from indoors to outdoors this spring, there's no better time than now to gather the clutter, throw away the old and subtly restructure the living space for a refreshed look. "We love the idea of spring cleaning because it allows for us to show our clients the true potential of their space—whether it's a wall unit, walk-in closet or mudroom," says Waterman.

Closets by Design operates from a state-of-the-art fabrication facility in Malvern where it makes all of its custom furniture. This is in contrast to many other storage and design companies that claim to provide custom pieces but actually order their products from a third party. Closets by Design does not employ subcontractors either. All of its employees are background-checked and held to the highest standards.

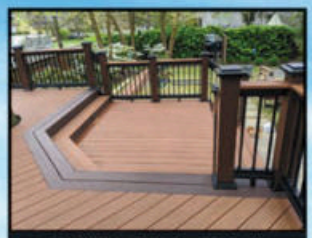
Waterman says it's astonishing the impact that an organized home can have on people. In fact, the company often receives thank-you notes from customers who say their newly organized spaces have changed their homes and their lives for the better.

"What we do, it's not just about beautification," Waterman says. "It's about the organization. It's about the calmness it brings to the home. And in a world right now that's a little topsy-turvy, that's something that is needed. And we're happy to provide it." H&H

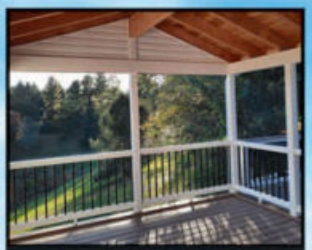
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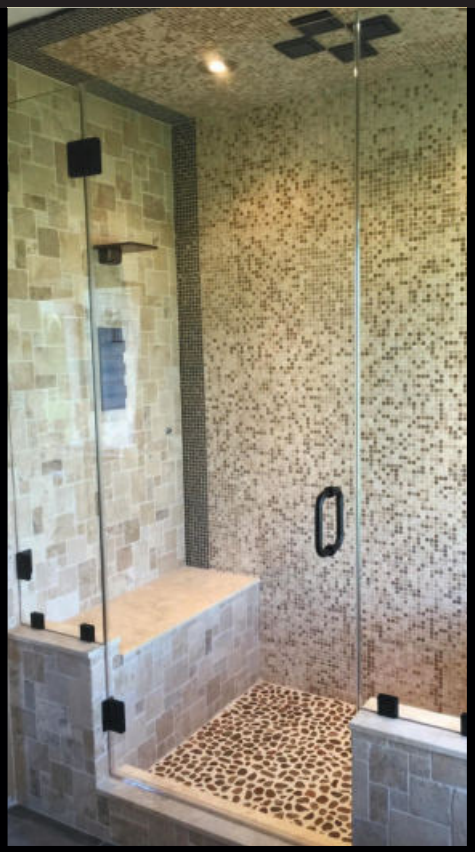
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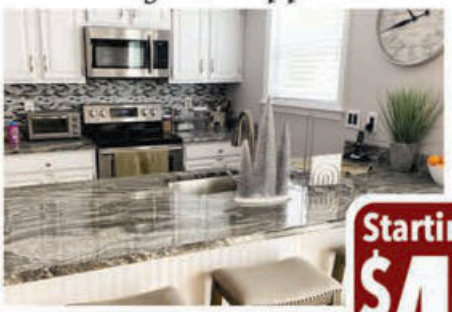




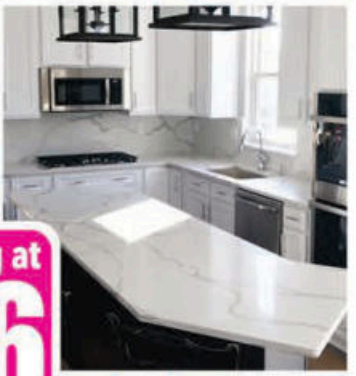
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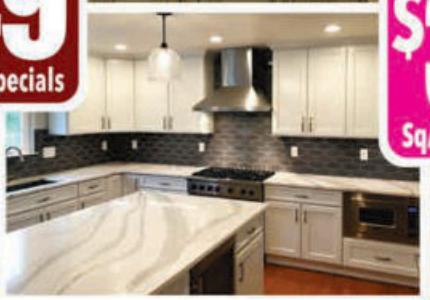




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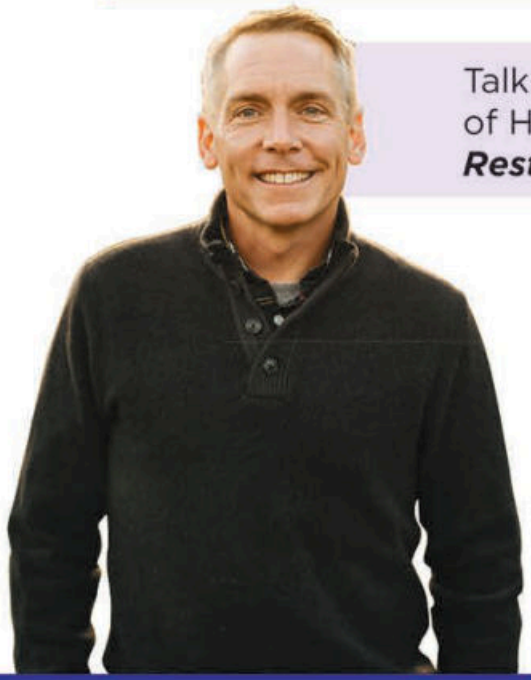
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"Our foundation was built on the principle of blending aesthetics with functionality in concrete designs," ACD's Managing Partner Steve Abel says. "This innovation rapidly positioned ACD as the leading decorative concrete installer on the East Coast. Our journey of innovation continued as we developed custom stamping tools, contributed to industry-standard application techniques, and consistently delivered unparalleled installation quality."

He continues, "What truly sets ACD apart is our unwavering commitment to decorative concrete. Unlike many in the field who might dabble in various construction areas, we focus solely on this specialty. Our team, led by foremen with over 25 years of experience, understands the art and science of decorative concrete."

From its location on New Falls Road, ACD specializes in a variety of decorative concrete solutions: stamped concrete, which can replicate stones, tiles or bricks; exposed aggregate, which creates a textured surface by exposing rocks, pebbles, sand or other material mixed in with the concrete; and colored concrete, which comes in a wide selection of shades. The company also offers comprehensive maintenance services for clients' existing concrete structures.

Decorative concrete is a longer-lasting, easier-to-maintain product that is also more cost-effective than traditional materials. The design options are seemingly endless, too, with sophisticated styles and trendy finishes—or even the chance to create something completely outside the box.

ACD can install its products wherever a client is looking to improve aesthetics and functionality around their property, too. This includes pool decks, driveways, patios, walkways and more. The company strives to showcase its expertise and excellence in every project, whether it's a commercial job or residential property.

"Our approach is meticulous, ensuring the use of superior materials, adherence to optimal curing times and deployment of skilled crews," Abel says. "This dedication to quality, coupled with our 30-year legacy as both a residential and commercial contractor, has cemented our reputation among the region's top builders."

Abel says ACD's philosophy is encapsulated in its motto: "We only have one chance to be perfect, do it right, do it now, whatever it takes." This sentiment is a reflection of the company's commitment to excellence, which it achieves by ensuring top-tier talent, the finest materials and best-practice installation methods.

"Our customer-first mentality is at the heart of our operations. We understand the challenges of transforming raw materials into artistic products under time constraints, and we thrive in this demanding yet rewarding environment," Abel says.

ACD is ready to meet the needs of every client, whether it's a seasoned professional with precise requirements for the project they're envisioning or a brand-new customer who wants to find out how stamped concrete can transform their home.

"We tailor our approach to each client's needs," Abel says. "Our design team plays a pivotal role in this process, helping clients understand the product, market trends, and how these align with their personal preferences and functional needs."

Collaborating in this way ensures a customized project that is going to please the client, according to Abel.

And becoming an ACD client is as easy as giving the office a call or submitting an inquiry through the company website.

"We welcome everyone, from homeowners exploring decorative concrete options to ready-to-proceed customers," Abel says. "Our team is passionate about what we do and eager to assist clients in making informed decisions." **H&H**



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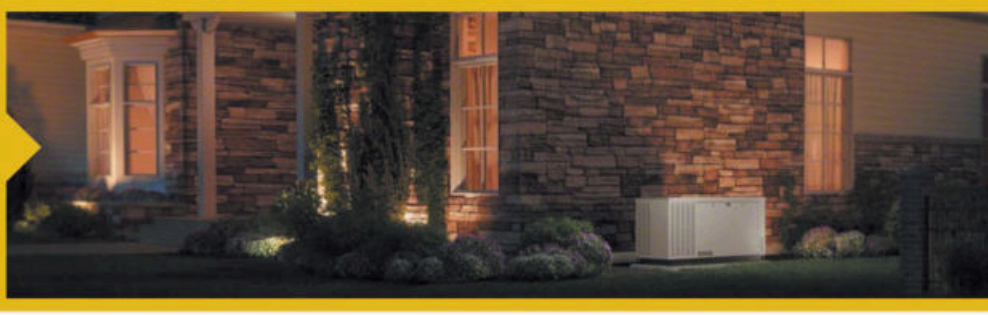
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