

Navigating  
to  
“Highest & Best”  
For Your Properties

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# *On The Road To The Listing Agreement*

## **My Commitments To You**

1. I will have your best interest in mind, at all times.
2. I will always provide honest communication.
3. I will use the most effective strategies to market your home.
4. I will return your calls, texts and emails with urgency.
5. I will search aggressively for qualified buyers.
6. I will do what it takes to get the property sold in a timely manner.
7. I will not lock you down to a long term contract.

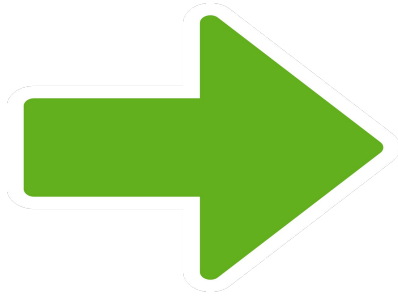


# My Mission Statement




It is my mission to do everything I possibly can to make my clients selling experience as stress-free as possible with loyal, professional, caring service and guidance through the process of getting to the "highest & best" for your real estate.

Forging long-term relationships with my clients and earning their referrals is my goal.





## *Proceed to the Route* The Marketing Plan of Action

1. Complete the listing paperwork and seller disclosures.
2. Work directly with the tenants throughout the listing to coordinate showings and inspections, etc. so you don't have to.
3. Coordinate professional photo shoot and create property flyers.
4. Will email my family-owned real estate company database of cash buyers, mail 'Just Listed' postcards and post your listing on social media.   
6. I have financing available for buyers for both individual and portfolio loans.





I'm confident to get the properties sold at your price- point within 60 days.

If it's okay with you, let's sign a 90-day agreement since it's not owner-occupied and showings and inspections, etc. may be delayed due to tenant's availability.

Because there are tenants in the properties, you won't be selling the visual of the property but will be selling how much the properties make including current value, potential value/equity (ARV), current rents and potential rents.



# Continue Straight

## The Listing Process



1. Sign the listing agreement and complete seller homework



2. Install lockbox with spare key



3. Order yard sign



4. Schedule photographer

5. Create the MLS listing and review it with you before we hit the market

6. Go live



7. Coordinate and pre-qualify all showings

8. Keep you updated with feedback from buyers and buyers agents

9. Pre-qualify all buyer offers before presenting them to you

10. Offer consultation and negotiate offers with you

11. Coordinate with title company, lender, inspector, appraiser

12. Coordinate and schedule closing

13. Review the final numbers before closing

14. Buyers final walk through

15. Close The Deal !!!



# My No Risk Listing Program

Unlike most agents, I won't lock you down to a long term listing contract.

I will work daily to continue to earn your business.

If there's ever a time where you're not happy with the service in which I provide, just let me know. I will either work harder to make you happy or we can simply shake hands and go our separate ways.





## Smart Seller Flexible Commission Program

For a lot of people, they would like to sell their home and save on realtor commissions if they can.

You can save listing with me!

**My Smart Seller Program** allows you to market your own home to your friends, family and co-workers.

If you find the buyer, you'll pay 3% to have me process the entire transaction for both you and the buyer.

**This is a win-win scenario for you!**

**3%**

If you find the buyer and I handle the entire transaction

**5%**

If I find the buyer

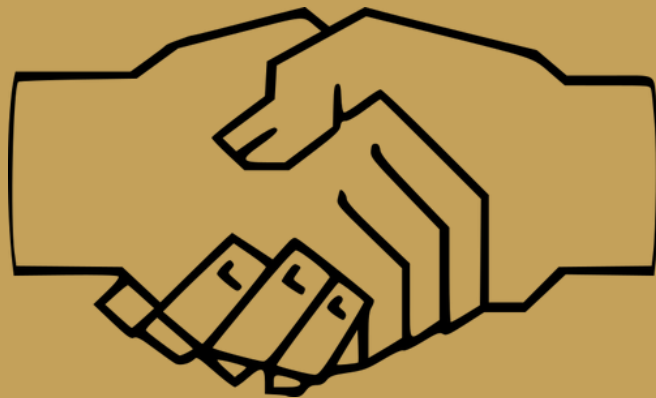
**5%**

If another agent brings the buyer



*You Have Arrived At Your Destination!*

Thank You for  
trusting me with  
your listings!



## A Few Questions For You



1. Are you willing to make repairs or will you be selling 'as is'?
2. Do you have leases for each tenant?
3. Are you open to creative financing like seller financing or subject to?
4. Do you have a speed at which you would like to sell the properties?
5. Do you have a preference between conventional mortgage or cash buyers?