



MARKETING YOUR HOME

"I am committed to getting the best price in the shortest period of time.

*This **Pre-Listing Package** has been prepared just for you, to show our exclusive services.*

*I am dedicated to your complete satisfaction and look forward to an opportunity to service your family and get your home **SOLD!**"*



Ready to Get the Most from Your Home Selling Experience?

Helping families like yours do just that is not only my profession, but my passion. That's why I've prepared this brief presentation to share with you the most important components for getting your home sold in the shortest period of time, for the best possible return and the fewest headaches!

Within this booklet you will find a great deal of information designed to:

- **Introduce myself**
- **Familiarize you with a robust, powerful and most of all RESULTS producing marketing plan-designed to get you the most from your investment with the least amount of headaches**
- **Share with you insight into the buying and selling process**
- **Give you the necessary decision making tools for selling your home**
- **Prepare you for the selling process**

As a professional REALTOR®, I make it my business to stay current on all the changes in today's ever shifting market. Knowing your neighborhood, our community at large as well as the nationwide conditions that affect us all provides me with a unique insight into what it takes to sell your home. It is an overall team effort to ensure you have the best possible selling experience.

Should you have any questions at all, or wish to consider a no-obligation market analysis of your home, which will give you the best tools, information and insight that you need to make the best decisions for your family, please feel free to call me.

Thank you again for the opportunity to share with you our exclusive Pre-Listing Package service. Take care, and I'll speak with you soon.

MUTUAL OBJECTIVES:

We have mutual objectives when it comes to selling your home. By working together as a team and utilizing cooperation and communication we can and will accomplish the following goals:

- Securing the highest possible price**
- In the shortest period of time**
- With the most favorable terms**

The largest investment most people have is their home.
With an experienced agent on your side, you can be secure in the knowledge that your best interests and legal rights are always protected.

FIVE MARKETING FACTORS THAT CAUSE PROPERTIES TO SELL...



YOU CONTROL FOUR OF THESE!

MY STRATEGY INCLUDES PERSONAL SERVICE AND INDIVIDUAL CARE - YOU CAN COUNT ON ME

I Will Handle All The Detail Work.

Insuring that each and every detail is taken care of is part of our signature service. I will oversee all mechanical and termite inspections, all the title work, earnest money, appraisals and mortgage work. I will keep you informed of the details every step of the way, so there are no surprises.

I Will Stay in Touch With You.

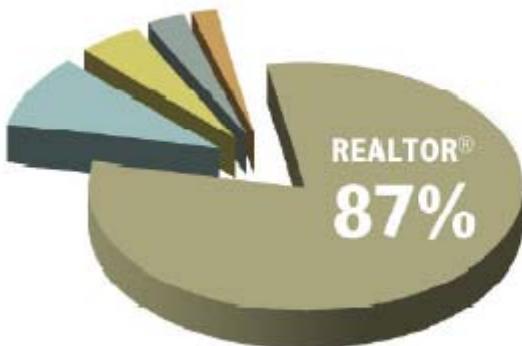
I understand your need to know. You will always have up-to-date information regarding the sale of your home because of our unique care system. Either my Client Care Coordinator or myself will update you weekly as well as provide a **security check** on your property. We will also send you a written report upon request with all the marketing activity details.

I Will Help You Maintain Your Property.

I can provide you with the names of competent contractors, especially if your house is vacant or you are out of town.

I Will Show You Consideration.

As a homeowner, I recognize that you have busy lives. I know, then how difficult it can be to have a home “show ready” at all times. That is why I will remain in close contact with our clients so that I might make this process as convenient as possible.



DID YOU KNOW?
87% of Home Buyers
Found Their Home
with the Help of
a Professional Real
Estate Agent.*

*2009 National Association of REALTORS® Profile of Home Buyers & Sellers

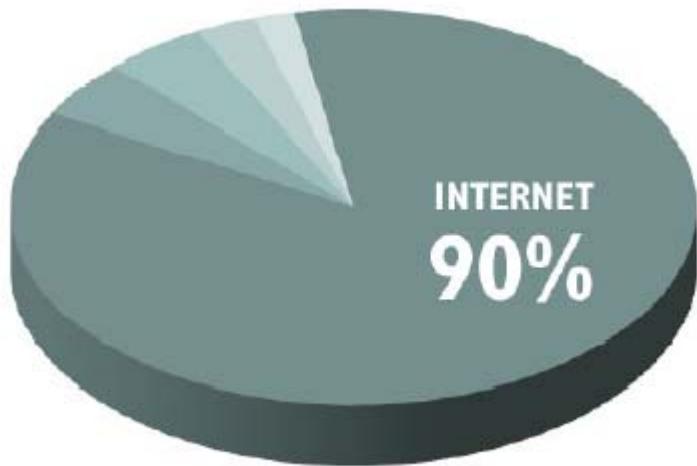
WHY USE A PROFESSIONAL?

Getting the most from your investment in today's market requires much more than putting a sign in the yard and an ad in the paper.

It takes a solid strategic plan, the right pricing and the ability to get your home information in front of the right potential buyers faster, more effectively and more efficiently.

HOW?

I start where the buyer starts... The Internet. 90% of Buyers Start Their Search for a New Home Online*.



*2009 National Association of REALTORS® Profile of Home Buyers & Sellers

PROMOTING YOUR HOME

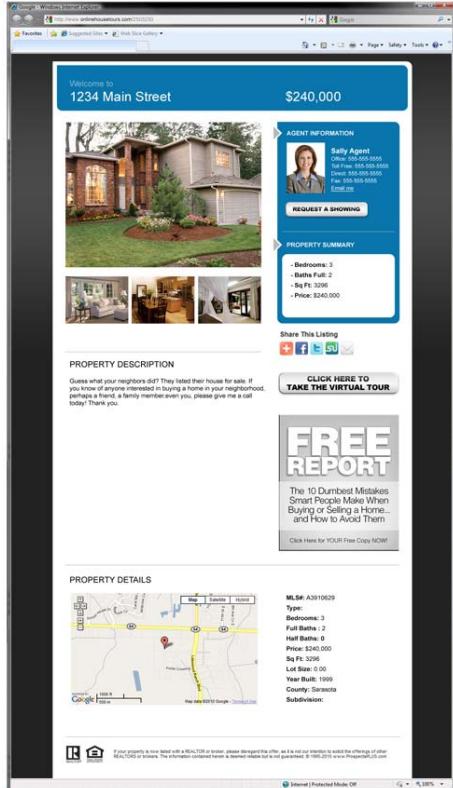
I Don't Leave Anything to Chance! When it comes to marketing your home properly, timing and strategy are crucial. That's why I use a comprehensive **EIGHT** step strategic plan to ensure that your home gets the best possible chance at fast, reliable results!

STEP ONE: I put your home in the Multiple Listing Service (MLS) – This allows your property information to reach every area real estate agent and more importantly, their buying clients.

STEP TWO: Once your property is entered into the MLS, our office then authorizes its syndication to literally hundreds of the most popularly searched consumer sites immediately, dramatically increasing your listing exposure, and turn, RESULTS.



PROMOTING YOUR HOME



STEP THREE: Since we already know the biggest percentage of buying prospects start their search online ...I go one step further in the process and actually create a single property website specifically for **YOUR** property!

With multiple full-color photographs (just what buyers are looking for!), a full property description complete with all the fine-point details of your home, PLUS a valuable direct response offer and even social-media sharing capabilities, your listing site races to the top of GOOGLE search engines in no time – giving us even **MORE** of an opportunity to capture the attention of just the right buyer for your home!

Do You Know What Your Neighbors at 1234 Main Street Did Last Night?

It May Come As a Surprise to You - But They Have Been Plotting for a Long Time!

Your Neighbors have decided to sell their house and they want it with Sally Agent of RE/MAX Realty.

Now that they've made the decision to sell, they need your help to do it right. Their house is a 3 Bedroom 2 Bath house and it's listed for sale at only \$240,000.

To see more pictures and get ALL of the details about this property, visit www.OnlineHouseTours.com and use Tour# 2501230.

If you know anyone who is thinking of buying a home in the CITY area, be sure to tell them about the online tour.

Sally has also prepared a special report called "The 10 Dumbest Mistakes Smart People Make When Buying or Selling a Home... And How to Avoid Them!"

In the meantime, your neighbors would appreciate it if you kept your eyes and ears open for a buyer for their home!

Take the FREE ONLINE TOUR AT www.OnlineHouseTours.com/2501230

STEP FOUR: I reach out to your neighbors, surrounding homeowners and renters.

Why? According to National Association of REALTORS®...a whopping 44% of buyers said neighbors and friends were a valuable source of information about homes for sale.



That's why I send powerful, TARGETED, top quality, MULTI-CHANNEL Direct Response Postcards to area neighbors and consumers with the highest propensity to purchase your home using time tested best practices, up-to-the market statistical data, and RESULTS-producing data mining tools.

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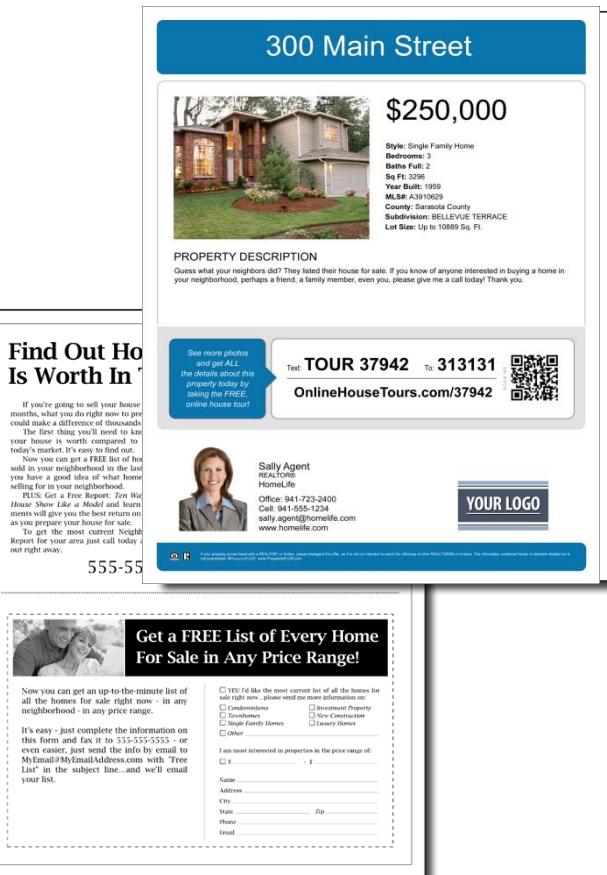
STEP FIVE: I don't stop with direct mail!

The minute a For Sale sign goes up on a property the buzz starts, but very often it's when potential buyers can't easily get the curiosity satisfied!

That's where an InfoBox can act as one of a seller's very best friends! I fill it with the interest piquing, CALL GENERATING Direct Response InfoBox Flyers!

I've found they are one of the fastest, most effective ways of "spreading the word" about your listing to neighbors, neighborhood traffic and buyers in search of the perfect home – helping us once again reach out to that buying 44% we tackled in step four.

To help those potential buyers learn even more, see more pictures and satisfy that curiosity, I add a QR Code to every postcard and flyer which can INSTANTLY take buyers to your single property website with a smartphone and a push of a button!



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What is a QR Code?

Your QR Code is a direct link to the internet that will allow potential buyers to immediately access additional information about your listing by taking them – via their smart phone or mobile device equipped with a QR Code Reader – to your online single property flyer!

You'll find these handy, helpful and even FUN codes now in magazines, on signs, buses, business cards, movie posters or just about any object that users might need more information about! They also give us the ability to track who's visiting your site so I can follow up and gauge their interest!

It's just one more way I'm staying one step ahead of the competition to get YOUR PROPERTY sold quicker and for more money.

STEP SIX: Social Media Ads. We've seen a HUGE increase in home buying searches on interactive, sites like Facebook and Instagram.

That's why I also make sure your property is represented by placing the ad on your behalf!



Your ad links directly to your single property website and can even be seen on smart phone and mobile device browsers. One MORE way I make sure your property gets the exposure it needs to get the results you're looking for!

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STEP SEVEN: We can't leave YOU out!

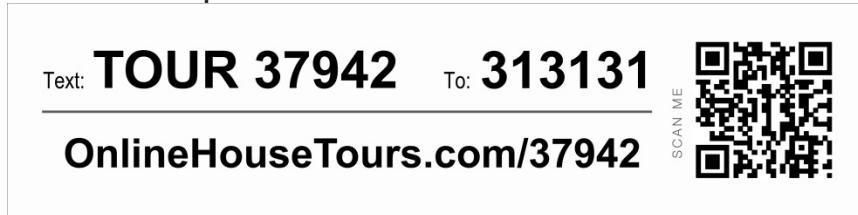
I'll provide you with something we call Lead Generating Business Cards.

Historically, when a homeowner decides to put their house on the market, they are inundated by friends, family and neighbors for more information about the listing.

These handy little cards make it easy for you to share your listing information within your sphere, which then furthers our reach for more potential buyers!

STEP EIGHT: We make it EASY for people to get the information they need to make a decision about your home with our customized sign rider.

People can simply scan the QR code or text me from their app phone and I can connect with them immediately to set an appointment to see your property, take them to the online tour and of course, answer any questions they might have on the spot!



These eight powerful steps have proven to give my sellers a tremendous advantage in today's marketplace. They can do the same for you!