

## When We Meet At Your Home...

1. Take me for a tour of your home.
  - a. Share with me your recent improvements.
  - b. Tell me about your favorite rooms and/or layout.
  - c. Make me aware of any concerns or questions you may have about your home, so we can possibly remedy them together or discuss options.
  
2. After our tour, let's sit down and review the information about my company, office and personal qualifications.
  
3. I'll go over my customized marketing plan for your home.
  - a. We will review the programs and strategies to be implemented.
    - i. Customized floor plans
    - ii. Professional photos
  - b. You will see samples of the marketing materials.
  - c. We will review the programs and strategies to be implemented.
  - d. We will discuss
  
4. Together we will review the market analysis I have pre-paired on your home. I will also update you on current market conditions.
  
5. We can discuss pricing and recommend possible improvements to yield the highest and best price.
  - a. We will establish a timeline to get your home on the market
  - b. We will discuss maximizing the space in each room with staging
  - c. Clean, clean and more cleaning
  
6. Feel free to ask any questions or cover any concerns you might have in this process at our meeting.