



A Division of Company Eighty Eight Pty Ltd ABN 52 003 626 784

## Listing Presentation Pack Information

### Including PowerPoint Presentation

You will agree it is critical that listing presentations be supplemented with a **"visual presentation"** that not only complements the presenter, but also gives you a definite edge to **out-list your competition**? Our 3 part Pack does just that.

Firstly we provide you with **a unique approach and advantage to getting the Listing** that your competition won't use, so you have the edge on them. What is it? Well, we can't give you that special information until you purchase the Pack, but we guarantee you don't currently use it, and you will agree it is a great unique concept. And we guarantee that you will get many more listings at the expense of your competition because all the agents who use it are getting these better results. And it involves a fair bit more work; but then so it should if you expect more and get more listings.

Part 2 of the Pack is a two page Outline/Instruction of **the three (3) Step Process** that you need to follow to maximise the impact of the Presentation on the seller. It includes what you need to leave with sellers who need to think it over, again not too much, just hard hitting, straight to the point marketing material of 5 pages. As well, there is a list of essential back-up items you need to always have in your Listing Kit that will come in handy. There's also a short standard letter that you need to leave with the prospective sellers that is a winner.

Finally, we provide you with a **12 page Listing Kit that has a number of ideas that you would currently not use in your own Kit**. The wording in our Kit is a little different from what you would be using too, so you can re-customise your own Kit by supplementing it with those aspects of our Kit that suits you.

Finally you also receive a **great 13 slides PowerPoint version of the Kit** which you can use on your laptop/notebook for those "select" clients, or copy your Presentation to your USB Key or CD and do the Presentation on the client's own home computer monitor or wide screen TV- it will "blow them away".

Most vendors will not object to you doing your Presentation a little differently – just ask. And, they will remember your Presentation because it's about **"what you will do for them"** not "about you" – which too many agents focus on – and wonder why they didn't get the listing.

**It is an excellent "investment" which you will recoup at least a hundredfold very quickly.**