



Resume of Jeff McVeigh

Career History

Royal LePage Performance Realty
January 2000 to Present
Real Estate Sales Representative

Sutton Group Advantage Realty
1992 to 1999
Real Estate Sales Representative

Re/Max Metro City Realty
February 1987 to November 1992
Real Estate Sales Representative

Century 21 Kemper Realty
1985 to 1988
Real Estate Sales Representative

Yours Truly Restaurant
September 1982 to January 1985
Restaurant Manager

Education

Real Estate as a Professional Career
Phase I, II and III
Principles of Appraisal
Mike Ferry - Productivity School
Mike Ferry - Listing to Last
Mike Ferry - Objection Handling
Effective Buyer Representation
Ottawa Housing Outlook Conference
RECO Code of Ethics
Agency Practice
Registered Real Estate Planner
Business Degree, Marketing
Algonquin College

Interests

Yoga
Hockey
Home renovations



Resume of Kathy McVeigh

Career History

Royal LePage Performance Realty
January 2000 to Present
Real Estate Sales Representative

Sutton Group Advantage Realty
January 1999 to January 2000
Real Estate Sales Representative

Network Personnel
Recruiter
1994 to 1995
Sales Representative

Bradson Personnel
Recruiter
1985 to 1988
Sales Representative

Education

Real Estate as a Professional Career Phase I, II and III
Principles of Appraisal
Effective Buyer Representation
Ottawa Housing Outlook Conference
RECO Code of Ethics
Agency Practice
Buffini Peak Procedures
Carleton University
- Bachelor of Arts, Geography Major

Interests

Family
Friends
Knitting
Fundraising RLP Shelter Foundation
Yoga
Dog walking
Travel



Key Factors

Experience

Volume of Sales

Reputation

Effective Marketing

Personal Attention





Questions to ask a Potential Realtor

1. How long have you been selling real estate?
2. How many homes did you sell last year?
3. Are you a full-time agent?
4. Is it the right time to sell?
5. Do you work solo or as part of a team?
6. How do you price a home?
7. For the homes you listed in the past year, what was the average number of days they spent on the market?
8. How do you market the homes you list?
9. Do you do any social media marketing?
10. How do you use the internet?
11. Do you offer virtual tours of listed homes?
12. What websites will you use to advertise the home?
13. Do you have a website?
14. Do you have a feedback system for potential buyers and their Realtors?
15. Before you list a house, do you give clients ideas on how to make their home more marketable?
16. When you've listed a home, how do you report back to your seller's regarding activity on the property?
17. Do you have access to other professionals that clients need during the selling process?
18. How do you handle negotiations?



19. Do you attend inspections and appraisals after an offer is in place?
20. How much do you charge?
21. Will I have to pay any hidden costs?
22. How accessible are you?
23. How does it benefit a client if he uses you to sell?
24. Why should someone list with you over other Realtors in the area?
25. How much professional training do you get every year?
26. Do you have a list of references for potential clients?
27. What are your thoughts on the real estate market today?
28. What else should a client ask you that he hasn't already asked?