

## SHOWING PROPERTY

Please review each point carefully before taking your Buyer out to sell them a home.

1. Show your own personal listings first.
2. As quickly as possible, separate the looker from the buyer.
3. Don't take anything with you while you go to show the property except the contract.
4. Work hard to sell the Seller.
5. Make it as easy as possible for the buyer to buy from you.
6. Learn to give the customer what he/she wants.
7. Always call first before showing a property.
8. Always call back and explain why you didn't show a home you were supposed to.
9. Try to ask questions of the Buyer while in the car.
10. Don't oversell the home prior to the showing.
11. If the Buyer is motivated to buy, don't quit showing them property until they buy.
12. Select a good route to the home.
13. Always park across the street from the home.
14. As you approach the front door say, "Let's look at this home as if it were vacant."
15. Once inside the front door say, "Make yourselves at home, I'm here just to answer your questions."
16. Always keep them together inside the home.
17. Try to save something good for last. But show it to them first.
18. Get the customers emotionally involved in the home through questions.

19. Be enthusiastic.
20. Never show more than three homes at one time.
21. Encourage the customer to take notes while showing property.
22. Always take one car, even if it is theirs.
23. Never make statements, only ask questions while showing property.

