

Stone And Associates 20 Step Plan

Welcome to the new way of Real Estate sales: I currently work on a team that has over 25 years of real estate experience. We SOLD 26 homes our first 8 months with our 20 step plan. My team currently consist of a full time partner, 2 buyer's agents, closing agent, transaction coordinator, assistant and a full time loan expert that I work with daily to make this process as smooth and easy as possible. My vision is making sure that families find the right home mixed with the right lifestyle. The genuine connection with people and the community is one of the major foundations of my team. My approach is simple: know my business, listen to my client's needs, understand my customer's expectations, use technology to deliver the message, and get the right kind of exposure for my clients. It's not the same everywhere, so you need someone you can trust for up-to-date information. I am eager to serve you.

The Following are Steps I Take to Get a Home Sold ... the "Proactive Approach:"

1. Submit your home to our local Multiple Listing Service, post your home on my **SOCIAL MEDIA**, craigslist, **YOUTUBE** and current real estate websites.
2. Price your home competitively ... to open the market vs. narrowing the market.
3. Promote your home at the company sales meeting.
4. Develop of list of features of your home for the Brokers to use with their potential buyers.
5. Fax a features sheet to the top ten agents in the marketplace for their potential buyers.
6. Suggest and advise as to any changes you may want to make in your property to make it more salable.
7. Constantly update you as to any changes in the marketplace.
8. I currently prospect 4 hours per day and talk to 30+ people per day looking for potential buyers and sellers
9. Contact, over the next 7 days and every 28 days... my buyer leads, Center of Influence, and Past Clients for their referrals and prospective buyers.
10. Add additional exposure through a professional sign and lockbox.
11. Whenever possible, prequalify the prospective buyers.
12. Keep you aware of the various methods of financing that a buyer might want to use.
13. When possible, have the cooperating Broker in the area tour your home.
14. Follow up on the salespeople who have shown your home ... for their feedback and response.
15. Assist you in arranging interim financing ... if necessary.
16. Represent you on all offer presentations ... to assist you in negotiating the best possible price and term.
17. Handle all the follow up upon a contract being accepted ... all mortgage, title, and other closing procedures.
18. Answer any questions you may have at any time.
19. You have my full-time partner's phone number as well as every person on my team.
20. Deliver YOUR check at closing.

My Promise to You _____ Date _____

