Step 4 – Prelisting Packages Made Up

Below is a sample pre-listing plan; your pre-listing package should consist of copies of your branded value items for the seller like our 101 Point Marketing Plan to Sell Your Home.

If you have an assistant, they can do all of this for you!

- Put together a full file size mailer for the seller
- Order banners for your documents (or make your own)
- Include printouts, value items, calls to action, and graphs
- Put your marketing plan in here
- Enter client into database
- Mail or deliver pre-list package
- Call and schedule appointment

Share your success and let Coach Carol know you've completed this step.

Copy and paste this tweet onto Twitter: *I just completed Step 4 in my Top Pro Seller Certification @CarolMazur #topprogroup*

Becoming a high volume top producer is a serious step in life, which requires professional systems and guidance. Congratulations on putting your expired systems in place!

Search **e4** for additional real estate training tips.