THE PRE LISTING PACKET

Follow this process verbatim. It will help you secure a higher percentage of the listing presentations you go on. Remember, if you can increase your closing percentage, you're earning additional income without any additional time invested!

Step 1	**Pre-qualify** 100% of all prospects 100% of the time **NO EXCEPTIONS!**
Step 2	**Mail or Deliver a Pre-Listing Package consisting of:** 1. Sold Statistics (if beneficial) 2. A Completed Listing Contract, together with all addendums 3. My Objectives are the Following 4. Five Testimonials on One Page 5. A completed Net Sheet if requested by the seller
Step 3	Call the prospective seller to confirm they've received and have reviewed the Pre Listing Package and All are prepared for your Appointment. **Use Your Script**.
Step 4	Be certain to show up physically, mentally and emotionally. Be well rested and on time. Use your first 30 seconds to make a great first fessional and **First Impression**
Step 5	**Use the Listing Presentation Script Verbatim**

That's it! This will make your listing appointments more efficient. Providing the seller detailed information to digest before you arrive makes you look like the professional that you are.