

### Platinum Millionaire Agent Maker Coaching

# The Ultimate Direct Mail 'Shock and Awe' Program

Printed 'DK Bomb' - Version 1

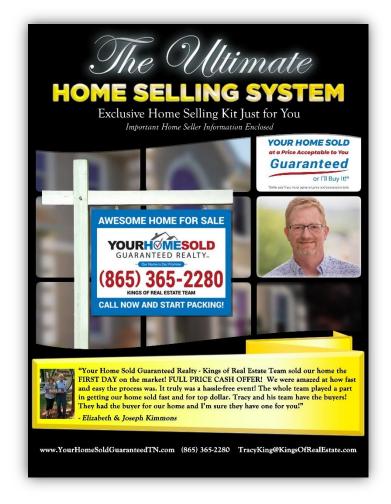
- The Essentials Edition
  - The Deluxe Edition





### The Essentials Edition Box

9 1/4" x 12-1/8" x 1 1/4"



Box is white with customized 9"x 12" sticker on <u>front only</u> (image on the right is an artist rendition and not exactly as shown)

Color boxes also available (Black, Blue, Red, Green)









### The Deluxe Edition Box

9 ½" x 12-1/8" x 1 ½"

Box is white with customized 9"x 12" stickers on <u>front and back</u> (images on the right are an artist rendition and not exactly as shown)

Color boxes also available (Black, Blue, Red, Green)



'Read This First' Envelope — Printed in color (Both The Essentials and Deluxe Editions)





### Please Find Enclosed a Collection of Important Information about the Sale of Your Home

For most people, the sale of their home is one of the five most important financial transactions of their entire life. All real estate agents are definitely NOT the same. So, you will want to select the only one you trust to handle the sale of your home most carefully. The information we have provided can help you do that. Please do not hire an agent until you have read the enclosed material.

In the last 12 years, we have helped 784 people sell their homes. Many have come to us only after having horrible experiences, false starts, and long delays. We would like for you to avoid all the frequently made mistakes and enjoy the kind of smooth experience that occurs when working with a true professional.

For some people, selling their home is a natural life milestone to be celebrated. For others, the sale may be motivated by a career move or transfer, a change in finances or something else not of their choice. In any event, the sale of the family home is a difficult decision. Either way you simply do not need added stress of promises not kept, confusion, unnecessarily large numbers of unqualified 'lookers' marching through your home at all hours or pricing and presentation mistakes made that can cost you tens of thousands of dollars. The information we've sent can help you avoid all of this.

We look forward to hearing from you and being of service.

Sincerely.

Phil Aitker

Your Home Sold Guaranteed Realty - Phil Aitken Home Team

904-544-5252

www.YourHomeSoldGuaranteedRealty-PhilAitkenHomeTeam.com

#### LIST OF INFORMATION ENCLOSED HERE:

- 1. About the Exclusive PHIL AITKEN HOME TEAM's Citywide Buyers' Network.
- 2. THE PHIL AITKEN HOME TEAM Approach: What Happens from Listing to Sale?
- 3. Warning: Lies & Misconceptions.
- 4. The Biggest Mistake a Homeowner Can Make When Interviewing Agents.

(Includes: Real Estate Selection Factors, Top 4 Mistakes to Avoid, and Questions You Should Ask).

- 5. Who Will Write the Ad That Sells Your House?
- 6. You're Lucky to Live in Jacksonville.
- 7. Warning & Shocking Fact (Includes Our Exclusive 6 Guarantees).
- 8. How Likely Is It That Your Home Will Get Sold by the Real Estate Agent You Chose to Sell It?
- 9. The 4 Big Reasons to Ask Phil Aitken and His Team to Sell Your Home for You.
- 10. Who Hires THE PHIL AITKEN HOME TEAM?



### The Essentials Edition - Introduction Letter

Printed in black and white on standard white paper.





#### Please Find Enclosed a Collection of Important Information about the Sale of Your Home

For most people, the sale of their home is one of the five most important financial transactions of their entire life. All real estate agents are definitely NOT the same. So you will want to select the only one you trust to handle the sale of your home most carefully. The information we have provided can help you do that. Please do not hire an agent until you have read the enclosed material.

In the last 11 years, we have helped 808 people sell their homes. Many have come to us only after having horrible experiences and false starts and long delays. We would like for you to avoid all the frequently made mistakes and enjoy the kind of smooth experience that occurs when working with a true professional

For some people, selling their home is a natural life milestone to be celebrated. For others, the sale may be motivated by a career move or transfer, a change in finances or something else not of their choice. In any event, the sale of the family home is a difficult decision. Either way you simply do not need added stress of promises not kept, confusion, unnecessarily large numbers of unqualified "lookers" marching through your home at all hours or pricing and presentation mistakes made that can cost you tens of thousands of dollars. The information we've sent can help you avoid all of this.

We look forward to hearing from you and being of service.

Sincerely,

Joyce Thomas THE JOYCE THOMAS TEAM 520-723-5955 www.Joyce-Thomas.com



#### LIST OF INFORMATION ENCLOSED HERE:

- 1. About the Exclusive JOYCE THOMAS TEAM Citywide Buyers' Network.
- 2. THE JOYCE THOMAS TEAM Approach: What Happens from Listing to Sale?
- 3. Warning: Lies & Misconceptions.
- 4. The Biggest Mistake a Homeowner Can Make When Interviewing Agents.

(Includes: Real Estate Selection Factors, Top 4 Mistakes to Avoid, and Questions You Should Ask).

- 5. Who Will Write the Ad That Sells Your House?
- You're Lucky to Live in the Southeast Valley.
- 7. Warning & Shocking Fact (Includes Our Exclusive 6 Guarantees).
- 8. How Likely Is It That Your Home Will Get Sold by the Real Estate Agent You Chose to Sell It?
- 9. The 4 Big Reasons to Ask Joyce Thomas and Her Team to Sell Your Home for You.
- 10. Who Hires THE JOYCE THOMAS TEAM?

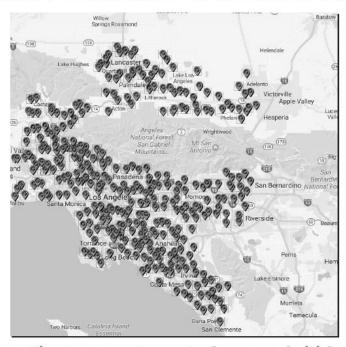
### The Deluxe Edition - Introduction Letter

Printed in color on standard white paper.

## THE RUDY L. KUSUMA HOME SELLING TEAM HAS SOLD 1,500 HOMES IN SOUTHERN CALIFORNIA - LOS ANGELES COUNTY AND ORANGE COUNTY



RUDY L. KUSUMA





Last Year, The Average Agent in Our Area Sold 3 Homes. However, THE RUDY L. KUSUMA HOME SELLING TEAM Sold 280 Homes.

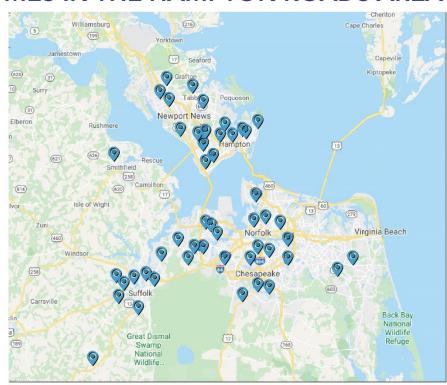
RUDY L. KUSUMA HOME SELLING TEAM - 855-RUDY-SELL - WWW.RUDYHASTHEBUYERS.COM - RUDY@TEAMNUVISION.NET

### The Essentials Edition Map

Printed in black and white on standard white paper.

## REEDS REAL ESTATE HOME SELLING TEAM HAVE SOLD 418 HOMES IN THE HAMPTON ROADS AREA



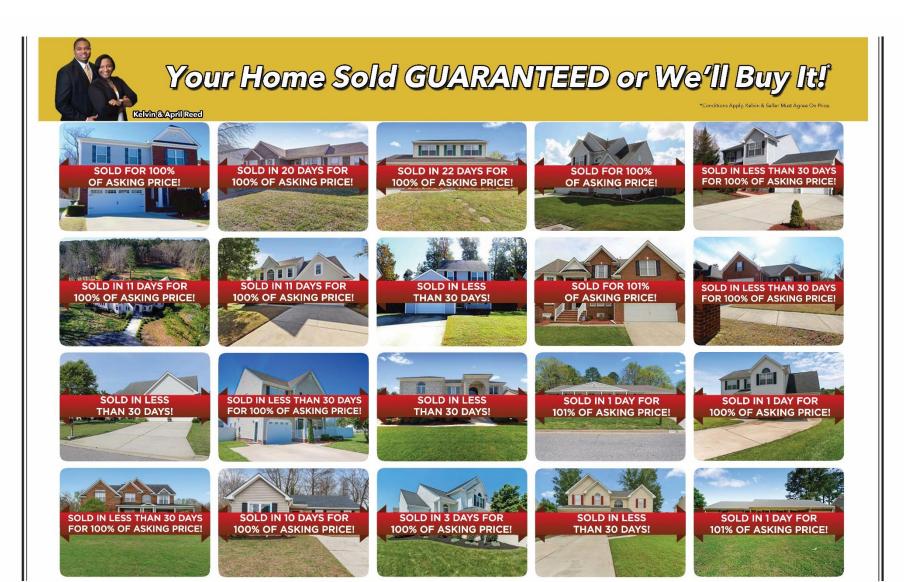


Last Year, Only 59% of All Homes Listed Actually Sold.
However, REEDS REAL ESTATE HOME SELLING TEAM Sold 86.7% of Their Listings.

REEDS REAL ESTATE HOME SELLING TEAM - 757-774-6069 - WWW.REEDSREALESTATE.NET

### The Deluxe Edition Map - Side 1

Printed in color on glossy paper.



### The Deluxe Edition Map - Side 2

Printed in color on glossy paper.



www.MdGuaranteedSale.com (410) 793-1616 ContactUs@VinnySteo.com

"We are both retired military and had very distinguished careers and are proud to have given the opportunity to serve our country. Our careers took us to many beautiful places and ultimately landed us in our wonderful home here in Aberdeen. Thinking about the future and our retirement years we had tossed around the idea of moving some place warmer in the winters and maybe no stairs. We had listened to Vinny on the radio and felt he might be a good fit for us. We met with one of Vinny's selling partners, Lawrence Quigley. He explained about the programs that Vinny has to help sellers create the most demand possible for the home they have to sell. In particular, the Buyers-In-Waiting. Vinny literally has thousands of buyers in his database. Lawrence also gave tips on what to do to prepare our home for sale. We were also introduced to their customer service manager, Bobbi Evans. Bobbi was very helpful and eased our concerns whenever we had them. Definitely an asset to Vinny and Your Home Sold Guaranteed Realty. Once Lawrence and Bobbi did our home tour, they worked on getting us an offer that was acceptable to us. Vinny, Lawrence, and Bobbi and the rest of the Your Home Sold Guaranteed Realty family care about their clients and will give you their best! They are more like family than realtors!" - Bill and Patti Oberholtzer

"I was waiting 5½ years to call Vinny. I had been listening to Bryan Nehman talk about him for years and knew that when it came time to sell, he would be my first call. When we met, he spent time understanding our situation and what was most important to our family. A job change and moving to another part of the Country was putting some stress on our family and we wanted the home sale here in Baltimore to go off without a hitch. He laid out his plan which was a systematic approach for helping us. He also gave us great ideas to make the house look the best it could with the least amount of cost to us. Within a few days of the Home Tour we had two offers that were both at our price and we were able to choose the best buyer for our situation. It was comforting to know that we had options. We are grateful for the advice and guidance and are extremely happy with the choice we made." - Andy Bischoff - Former Ravens Tight End Assistant Coach

"When I wanted to try to sell my home for the second time, I decided to give Vinny Steo and his team a try. I spoke with Vinny and then met with his selling partner, Krissy Curtis. We went over everything in depth, and I decided that The Steo Team would create the most demand for my home. I made the right choice! They held a home tour on the first weekend and to our surprise 23 groups of people came to visit within the 1-hour window and generating multiple offers. I ultimately chose an offer \$25,000 over list price with terms that were exactly what I was looking for. I am now ready to start the next chapter of my life with more money in my pocket than I anticipated! Thank you to the team and to Krissy." - Joseph Robb



## The Essentials Edition Folder (front and back)

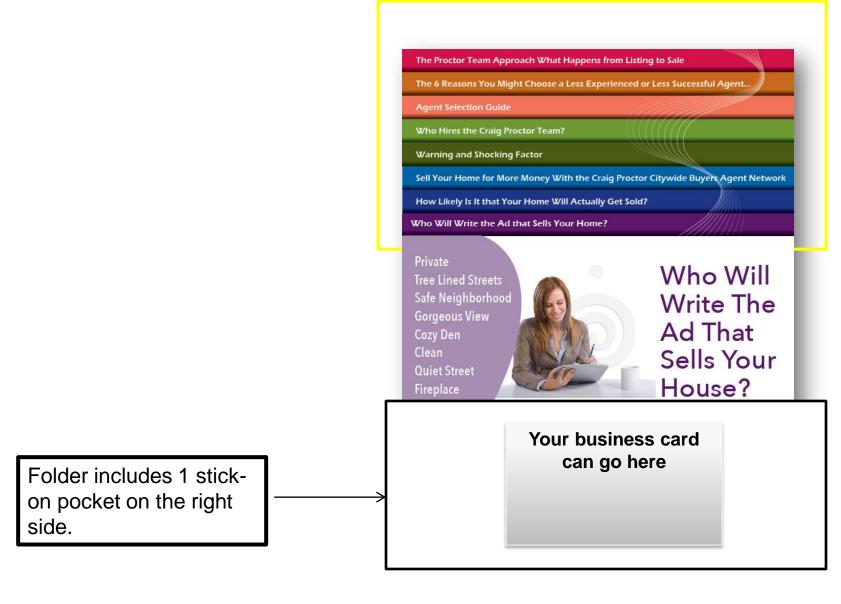
# Outside of Folder (front and back)



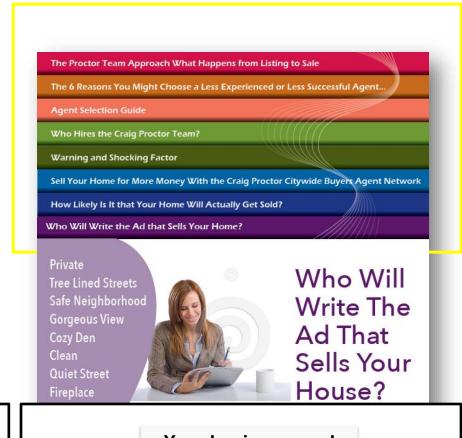


# Inside of Folder (left and right)

The Deluxe Edition Folder



### The Essentials Edition Folder Pockets



Folder includes 1 or 2 stick-on pockets\* for each side of the folder.

\*(depending on quantity ordered)

Your business card can go here

### The Deluxe Edition Folder Pockets

#### Section 1 – Who will Write the Ad that Sells Your Home?

7.5 inches height x 17 inches wide, double-sided printing, folded in half, 4 pages of printed material

## Section 2 – How Likely is it that Your Home will Actually get Sold by the Agent You Choose to Sell it?

8 inches height x 8.5 inches wide, one side printing

### Section 3 – Sell Your Home for More Money with Our Citywide Buyer's Agent Network 8.5 x 8.5 inches - one sided printing

#### **Section 4 – Warning and Shocking Fact**

9 inches height x 17 inches wide – double sided printing, folded in half, 4 pages of printing

#### **Section 5- Who Hires Our Team?**

9 ½ x 17 inches wide - double sided printing, folded in half, 4 pages of printing

#### **Section 6 – Agent Selection Guide**

10 x 17 inches wide – double sided printing – folded in half, 16 pages of printing

#### Section 7 – You're Lucky You Live in 'Your Area'

10 ½ x 17 inches wide, double sided printing – folded in half, 8 pages of printing

### Section 8 – The 'Your Team' Approach - What Happens from Listing to Sale

11 x 17 inches wide - double sided printing, folded in half, 4 pages of printing

### (Both The Essentials and Deluxe Editions)

# The Word Wizard Behind The Curtain

To craft the perfect ad, flyer, postcard, website posting and social media alert, SANDY CASELLA HOMESELLING SYSTEM uses a proprietary software system that was developed over 5 years at an investment of more than

\$250,000.00

Only a fraction of a percentage of real estate agents and brokers in the country have this unique software and technology system available to them. In the Mississauga area, SANDY CASELLA HOMESELLING SYSTEM pays a licensing fee to use it exclusively.

#### Who Will Write the Ad that Sells Your Home?

Private
Tree-Lined Streets
Safe Neighbourhood
Gorgeous View
Cozy Den
Clean
Quiet Street
Fireplace



Who Will Write The Ad That Sells Your Home?











The Right Word Chosen Can Make a \$20,000.00 Difference!

#### Your Home Sold Guaranteed or I'll Buy It!

For a free report that details the inner workings of this exclusive offer, go to www.SandyGuaranteeSold.com. To discuss the sale of your home, call Sandy 416-908-2925.

\*Sandy and Seller must agree on price and possession date

#### Your Home Sold Guaranteed or I'll Buy It!

For a free report that details the inner workings of this exclusive offer, go to www.SandyGuaranteeSold.com. To discuss the sale of your home, call Sandy 416-908-2925.

\*Sandy and Seller must agree on price and possession date

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# How Likely Is It That Your Home Will Actually Get Sold By The Agent You

**Choose To Sell It?** 

Most people simply assume that when they list their home, it will be sold; especially in good economic times and 'hot' markets.

Well, as you can see, I've added an image of a lottery ticket to this page. Why? Because actually the odds of most agents getting your home sold are not very good. Not as bad as the lottery, but still a gamble.

In fact, over the past year, the average agent in our area sold 3 homes. During that same time period, we sold 375 homes.

Obviously, selling your home does NOT have to be a "crap shoot".

You can gamble on an agent with a low batting average or who won't disclose his or her batting average (in writing). Maybe with your home, he or she will do better.

Number of homes sold last year.

JENNIFER YOUNG HOMES

Average Agent

3



375

#### Your Home Sold Guaranteed Or I'll Buy It!

For a free report that details the inner workings of this exclusive offer, go to www.JenniferYoungHomes.com. To discuss the sale of your home, call Jennifer (703) 774-9572.

\*Seller and Jennifer Young must agree on price and closing date

Keller Williams Realty, Chantilly Ventures (703) 815-5700

Section 2

### Sell Your Home for **More Money** With ROB GILL REAL ESTATE GROUP's Citywide Buyers Agent Network

#### The Secret to the Fastest Possible Sale at Top Dollar

Top producing agents, in particular those who are predominantly buyers agents and represent buyers, pay close attention to Rob Gill. They prefer selling a home listed and represented by **ROB GILL REAL ESTATE GROUP**, because they know every 'i' has been dotted, every 't' crossed. They know their buyer will have a smooth, failsafe experience working with Rob's team. Each of Rob's team members maintain a close working relationship with different real estate agents in our marketplace. Rob's competitors welcome the opportunity of matching one of their buyers with one of Rob's properties; confident everything will go perfectly. They'll spend less time on the transaction and their buyer will be satisfied.



When **ROB GILL REAL ESTATE GROUP** "pulls the trigger" on your listing, when everything is 100% "market ready", this entire, exclusive network of agents representing at any given moment, thousands of buyers searching for their next home, receives information on your property.

#### Your Home Sold Guaranteed or I'll Buy It!

For a free report that details the inner workings of this exclusive offer, go to www.RobsGuaranteedOffer.com. To discuss the sale of your home, call Rob 905-334-5883.

\*Rob Gill and Seller must agree on price and terms

Section 3

#### THE PRIME TIME REALTY TEAM Lived Up to Their Promises and Reputation!

"Ernest and Debi were amazing to work with. Let's just say we started the process of selling our home with another Realtor. We were not happy with that Realtor at all. We ended up with Ernest and Debi, The Prime Time Realty Team and it was like night and day. They were knowledgeable, very responsive with any questions and concerns we were having. Ernest was available whenever we needed him, day or night. He even called me one day from a Tampa Bay Lightning game. This was during our negotiation process with the buyers of the home. Needless to say we would recommend the Prime Time Realty Team to any family member or friend anytime of the week! Whether you are buying or selling a home, call Ernest and Debi."

- Jose & Myrna Castellano, Wesley Chapel, FL

#### This Great Result Was All Thanks to Your Team

"We called Ernest and the Prime Time Realty Team to sell our home. Ernest laid out an aggressive marketing plan. Prime Time Realty Team really delivered for us. There were at least 15 showings in the first 2 days. Ernest had the property under contract in just FOUR Days! Our home was under contract before they even put the sign in the lawn. There were multiple offers on our house as well. Our home sold for 101% of the asking price. Ernest and Debi kept us informed and up to date throughout the entire process. They were an absolute pleasure to work with. We would HIGHLY Recommend the Prime Time Realty Team."

- Charles Harrington, Lutz, FL

#### Whenever We Had a Question, They Answered It

\*Ernest was the listing agent when we sold our home recently. He was very accommodating and his advice and guidance were invaluable. We had to short sale our home and we needed an expert to help us. Ernest was pillar of strength for us. There are a lot of issues and moving parts when it comes to short sales. He was able to get multiple offers on our home in a short amount of time. He worked hard with the bank and title company to make sure the deal closed and we could close this chapter of our lives and move on.

Ernest also sold my sister her first home. She was extremely happy with the unbelievable customer service she received. We knew we would get top notch service from him as well."

- Sandra Whitney and Nilsa Rodriguez, Tampa, FL

#### The Quick Sale and the Price We Wanted

"Ernest and the Prime Time Realty Team are amazing! They sold our home in just 4 days! We called Ernest from his postcard and it was truly a great experience from beginning to end! He is truly an expert in the Ballantrae subdivision here in Land O Lakes. We listed our home because we were relocating out of town. The Prime Time Team had set up numerous showings for our home. They brought us a full price offer in just three days from a buyer. We were in contract the next day. We closed quickly as well. It was a wonderful experience. We can not recommend Ernest and Debi enough!"

- Jeffery and Wanda Laliberte, Land O' Lakes, FL

#### Warning & Shocking Fact

#### **WARNING & SHOCKING FACT:**

72% Of All Home Sellers Say They Would NOT Go Back To The Same Real Estate Agent To Do Another Transaction!

#### Why is this?

- 1. Poor communication
- 2. Over-promised, under-delivered results
- 3. Promised a selling price far from reality
- 4. Promised speed of sale far from reality
- Were less experienced than they presented themselves to be
- Wasted a lot of time showing the home to unqualified possible buyers
- 7. Left out a critical detail
- 8. Lack of professionalism
- 9. Hard to get a hold of

- 10. Didn't market my home properly
- 11. Never showed my home
- 12. Too pushy
- 13. Did not help stage my home for sale
- 14. Didn't keep in touch/no feedback
- 15. Lack of representation
- 16. Poor negotiating skills
- 17. Sold my home for a low price
- 18. Too busy
- 19. My home did not sell
- Didn't do anything I couldn't have done myself

"Ernest and Debi listed and sold our home in only 24 days! They presented their marketing plan for our house and really delivered. We got top dollar for our house as they promised they would. They hired a professional photographer to take high definition photos of our home. They also did a professional video of our home. It set our home apart from others and really got interest and a lot of showings. The Prime Time Realty Team is very easy to work with. We would recommend Ernest and Debi to anyone looking to sell or buy a home."

- John & Barbara Lopriore

Land O' Lakes, FL

How does THE PRIME TIME REALTY TEAM get a 89.5% Satisfaction Rate?

See other side for our

**Exclusive Six Point Satisfaction Guarantees** 

#### Your Home Sold Guaranteed Or We'll Buy It!

For a free report that details the inner workings of this exclusive offer, go to www.PrimeTimeGuaranteedSale.com.

To discuss the sale of your home, call Ernest or Debi 813-359-0880.

\*Seller and Prime Time Realty Team Must Agree On Price and Possession Date



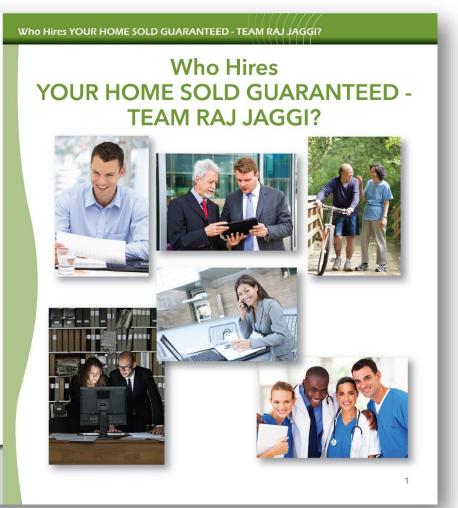
#### PEOPLE WHO DO NOT HAVE TIME FOR 'DO-OVERS'

Why? Raj tends to attract the client who wants it done right the first time. That's because YOUR HOME SOLD GUARANTEED - TEAM RAJ JAGGI sells 373 homes a year, compared to the average agent that sells just 3.8. If you hire the wrong agent, weeks or even months may go by without your home being sold. You will have to get rid of that agent and start all over again with a new one. Many sellers go through three real estate agents before getting their home FINALLY sold and they tend to compromise their price severely. The homeowner who is determined to get it right the first time compares Raj's track record to others and makes the obvious choice.

#### Your Home Sold GUARANTEED or We'll Buy It!

For a free report that details the inner workings of this exclusive offer, go to www.TeamRajJaggi.com. To discuss the sale of your home, call Raj 516-996-3633.

\*Seller and Team Raj Jaggi must agree on price and closing date.



But we simply do not have time to meet with casual, uncommitted buyers or 'agent shoppers.' Some weeks there's even a waiting list and we're unable to schedule that first meeting immediately. If you still feel you must "shop" a lot of agents, please do so before calling us. Please use the AGENT SELECTION GUIDE included with this Information Kit.

#### One Other Note

16

If you are ready to sell your home now, you will obviously take immediate action. But even if you are reading this Information Kit several months before you plan to sell your home, it is appropriate to meet with us now, not later. We even have a special "HEAD START PROGRAM" to insure that we can accept you as a client and go to work for you immediately the day you are ready and to prepare at a relaxed pace to put your home on the market.



How to Be Certain
You Select and
Hire the Best
Real Estate Agent
to Sell Your
Home?

#### Your Home Sold Guaranteed or I'll Buy It!

For a free report that details the inner workings of this exclusive offer, go to www.KingsOfRealEstate.com. To discuss the sale of your home, call Tracy 865-365-1670. \*Tracy & Seller Must Agree on Price & Possession Date

#### Your Home Sold Guaranteed or I'll Buy It!

For a free report that details the inner workings of this exclusive offer, go to www.KingsOfRealEstate.com. To discuss the sale of your home, call Tracy 865-365-1670.

\*Tracy & Seller Must Agree on Price & Possession Date

### What Next?

#### What Happens Next?

If you feel you are a good fit with us and would like to be a client of **EVANS REALTY GROUP**, simply call us at 832-721-0442 and speak with Gary to arrange for an appointment. All of your questions can be answered, your home evaluated and if accepted, a listing agreement/client agreement will be put in place.

#### When You Should Call .....

We are happy to answer your questions and of course provide you with an appraisal of your home in order to establish the correct asking price. There is no obligation on your part when you arrange for a FREE in-home consultation and price analysis. However, if you truly want to get maximum benefit from our experience and expertise, we strongly suggest that you read through the information provided, including the Facts, Questions and Selection Criteria provided throughout the information we've sent you. If you are serious about selling your home FAST and for TOP DOLLAR you SHOULD call us to schedule an appointment.

If you still feel the need to interview a lot of agents, please do so BEFORE meeting with us. By meeting with us last, you'll be able to see just how much more we do to get your home sold FAST and for the MOST AMOUNT OF MONEY.

#### One Other Note

If you are ready to sell your home now, you will obviously take immediate action. Even if you are reading this Information Kit several months before you plan to sell your home, it is appropriate to meet with us now, not later. We even have a special 'HEAD START PROGRAM' to insure that we can accept you as a client and go to work for you immediately the day you are ready. In this way, we can prepare at a relaxed pace and put your home on the market.



### You're Lucky You Live In Houston

Because you can have THE Real Estate Agent that 43,000 other agents from across Houston look up to for training, coaching and a home selling system that works.

As you can see, I've printed a little good luck charm on this page. Why have I done this? To illustrate the fact that you are lucky to live here and be able to have your home marketed and sold by the Real Estate Agent so many other agents learn from and follow.

Why on earth would you want another agent when you can have EVANS REALTY GROUP?

#### Your Home Sold GUARANTEED or I'll Buy It!

For a free report that details the inner workings of this exclusive offer, go to www.EvansGuaranteedSalePlan.com. To discuss the sale of your home, call Gary 832-721-0442.

\*Gary and Seller must agree on price and possession date.

#### Your Home Sold GUARANTEED or I'll Buy It!

For a free report that details the inner workings of this exclusive offer, go to www.EvansGuaranteedSalePlan.com. To discuss the sale of your home, call Gary 832-721-0442.

\*Gary and Seller must agree on price and possession date.

One frantic agent trying to do everything himself...



DAMIAN AND MAYRA, YOUR HOME SOLD GUARANTEED OR WE WILL BUY IT Approach: a team of 12 professionals, resources to aggressively market your property and see your transaction through every step to successful completion, with every 'i' dotted, every 't' crossed. Peace of mind for you!

### DAMIAN AND MAYRA, YOUR HOME SOLD GUARANTEED OR WE WILL BUY IT Approach

#### What Happens From Listing to Sale

Once A Private In Home Diagnostic Analysis has been performed and you have a full understanding of what your home will sell for, we will give you tips on what to do and more importantly what not to do to get top dollar. We will go over all the costs you will have so you will know how much money you will have leftover after you sell your home.

A custom advertising and marketing plan is prepared for your home. All the necessary information is obtained from you, when we meet with you at your home. That plan is provided to Damian and Mayra. They fine tune it, and then ...

Damian and Mayra personally write the ads, sales sheets and other information about your home. This is important because only a small percentage of agents from all over North America have invested over \$18,000,000 learning advertising strategies and obtaining licensing rights to use exclusive ad copy. Damian and Mayra are two of these agents.

In real estate advertising, the choice of even one word vs. another may mean 4 weeks less or more on the market, or \$20,000 added or subtracted from the buyer's offer. If you scoured not just our area but the entire continent, you could not find more qualified, adept real estate advertisement writers than Damian and Mayra.

"I was shocked when I walked away with \$122,000 net in my pocket since I thought I was only going to make \$100,000. Because of Damian and Mayra's marketing system, I received offers within the first 24 hours and I made more money in my pocket. It was one of the smoothest transactions I have ever done. Also, every time I called Damian, Mayra or their office at Crown Realty Group, there was always a live person answering the phone, not a voicemail or robot. I was always able to communicate with Damian and Mayra at Crown Realty Group, which allowed me to keep my mind at ease and know I was in good hands. Anyone looking to sell call Damian and Mayra at Crown Realty Group."

#### - Richard Porter



Aggressive marketing begins through multiple media channels as outlined on the following page...

#### Facts About Selling Real Estate in the Area

proven, aggressive and effective Effective marketing calls out to the buyers most qualified to buy your home. The right marketing on your home will say the right things, be in the right place at th right time, and compel qualified buyers to pick up the phone to find out more. The process of

The exact words used to promote your home are critical. Our advertising is so effective that, at any one time, we are working with darahase of over 15,179 qualified buyers.

FACT: According to Real Estate consultant Bernice Ross, a lower commission dues not guarantee homesale. There is a "Big Lie" in Nothing could be further from the truth. Virtually all sellers want to obtain the highest price possible for their property. No matter what you are selling, maximum exposure to the marketplace is the critical factor in achieving the highest price possible. Companies and agents

PEOPLE WHO ARE NOT

Why? Most successful people

do; in their occupation, profess

experts in finance, investments

and real estate law. They do not want a ronkie or a part time

dabbler handling one of the most

of their lives. They want someone

supervising every aspect of the sale of their home who is a

short, they want the best person

they can get.

leading authority and clobally

or business. They have not had the

OR EXPERTS

REAL ESTATE INVESTORS

commission. Depending on price, the cost can be tens of thousands of dollars. FACT: There's a big difference your home sold for the best ssible result. An agent who

between just seiling your horns and getting your home sold right. There are many things to do to ge perates all by themselves really to bustle to make it all happe way it should. Plus, it's tough "ione wolf" when they are ggling more than one listing. nt details sometimes fall through the cracks We know this from experience because we used operate on our own. But inst as loctors, lawyers and other okerals hire assistants to

sandle the small but importan details that do not require their expertise, 34 years ago we

exertlent Team to ensure that you

e always our top priority and

unrealistically high price almost always results in an unrealistically

low selling price. The price a home sells for is subject to the law

About Reynolds

EmpowerHome Team's

**Exclusive Citywide** 

Buyers' Agents Network

Top producing agents, in particular

those who are predominately buyers agents and represent buyers,

ay close attention to Sarah and

Debbie. They prefer selling a home

EMPOWERHOME TEAM

cause they know every " has

that they and their buyer will have

Team. Each of their team members

rraintain close working whiter ships with different real estate agents in our marketplace. Surah and Debbie's

opportunity of matching one of their buyers with one of Sarah and

rything will go perfectly They'll and less time on the transaction

Debbie's properties; confident

and their buyer will be satisfied

"pulls the trigger" on your listing

when everything is 100% "market ready", this entire, exclusive network

of against representing at any given

memori, thousands of buyers

receives information about your

When REYNOLDS

orh, fallsafe experience ng with Sarah and Dabbie's

listed and represented by REYNOLDS

that we are never too busy to

FACT: Listing a home for an

Hazardous To Your Bank Account Lies and Misconceptions pioneered this same process in the Real Estate industry. We have an "You can't argue with Sarah and

comparable barnes in the area

new it. Why? Because they are

able to view homes with similar features that are listed for a lowe

price. As a result, the home that is

isted too high sits on the market

is something wrong with it. In

order to get things moving, a price reduction is often required. In the

end, the home can end up selling

for much less than it would hav

if it had been priced correctly in

WARNING:

Jealous or Desperate Agents Frankly

PEYNOLDS EMPOWERHOME

TEAM May Tell You Things that

It's told because other agents can't

rationally argue against you using the most successful Real Estate

First of all you get both Sarah and

coached and personally supervised

daily by Sarah and Debbie. Their

team, now your team, implements

Reynolds famous world wide and

the #2 Keller Williams Team in

THE TEAM APPROACH IS

actually the preferred way of

comparison, if you are the

rving clients in many other

President of a company and you

hire a top advertising agency, you

do not get that agency's President personally taking your calls unless

necessary or writing your ad, taking photos, etc. Instead you

Executive, who is your liaison to

supervision, the force and pov

of the entire team is deployed to

Under this direction and

the entire team of creative people

winning Team of over 75 top

producing agents and expert assistants. They are trained,

that is REYNOLDS

the first place.

for a long time causing

really set Sarah and Debble, You get them in name only. You actually set one of their assistants. There's more than one way this is a Big Lie hazardous to YOUR HONEST PROMISES

> We are not going to wildly promise you the moon and stars to get your business. We will tell ou what we can and will do. what we will not do un front in If at any time, we fall to honor

> > REALITY BASED SELLING We get you top dollar. Our track record and statistics prove it. But

home for below the agreed upon inge, we will give you \$500.00 in cash rewards (up to a maximum of \$2,000 in cash rewards). We will also buy your home for a DEALITY BASED TIMETABLE: We implement a complete

marketing program, to sell your home. You know in advance what will occur step by step, and will e weekly marketing updates And we set a "target range" for the timing of the successful sale of

your home. In many cases, we will your home within 89 days we will give you a \$100.00 cash reward or each week after that (up to a

Estate consultant Bernice Ross,

there is a "Big Lie" in real estate. It's the lie that reducing the

Nothing could be further from the truth. Virtually all sellers wan

to obtain the highest price possible for their property. No

matter what you are selling,

aximum exposure to the

chieving the highest price

exchange for taking a lower

much more than the extra 1% to

Depending on price, the cost can

e tens of thousands of dollars.

Your agent may be nice, but this

doesn't necessarily qualify them to

Choosing the "nicest

possible.

marketplace is a critical factor in

ore money for the seller.

OF EXPERIENCE AND TRACK RECORD:

stated about REVNOLDS EMPOWERHOMETEAM throughout these materials is summarized in our office. This is an accurate, factual representation GUARANTEE: If anyone can demonstrate that any of these summarized are false. Sarah & Debbie will donate \$5,000 to the charity of their choice.

CANCELLATION GUARANTEE:

with our level of service, you can cancel the agreement. No hidden fees or penalties. You may cancel



#### Reynolds EmpowerHome Team Six Point 100% Satisfaction Guarantee

to get your listing, then wearing

Unfortunately, this does go on it our business. GUARANTEE:

down with low ball offers.

COMMUNICATION

You will be kept posted on the progress of the sale of your home with an update every week. Your phone calls will be returned by a muslified Team Member within 8 hours. GUARANTEE: If we fail to update you weekly or fail to return your call within 24 hours, we will give you a \$500.00 cash

Guarantee #1 is a good examp exactly how we operate, as well as clear language. GUARANTEE: agreement, we will give you: \$500.00 cash reward.

PRICE RANGE:

Your Home

Going with the agent

who promises you the

highest sale price, the

most amount of money

(even if the price seems

The inflated list price you were

quoted (in order to get your

listing) results in few buyers

coming to view your home

comparable, properly priced

house, for less money) and you end up having to endure a series

of price reductions which result

your home finally selling for BELOW its true market value

Choosing the agent who

promises to save you

the commission rate.

A lower commission does not

guarantee you will not more on your home sale. According to Rea

money by discounting

(because they can get a

unrealistic).

we will never play the 'bait n switch' game of promising to get

you a wholly unrealistic orice just

fully supported by documentation,



do the best job of selling you

sits on the market and either

EMPOWERHOME TEAM an great to work with AND they

Choosing an agent who

works all by themselves,

Your agent ends up neglecting

some important steps because

everything all by themselves (and

you more personal

attention.

because you think they'll

work a lot harder and give

home. Your agent's personality

3. Sarah and Debbie Reynolds sheets and other information important because only a small will mean very little to you if yo \$18,000,000 learning advertising have the marketing expertise to strategies and obtaining licensing market your home properly so it riohts to use exclusive ad com Sarah and Debbie are these doesn't sell or sells for lower than market value. (REYNOLDS



choice of even one word vs another may mean 4 weeks less o nore on the market, or \$20,000.00 added or subtracted from the buyer's offer. If you coured not just your neighborhood but the entire ntinent, you could not find more qualified, adept real estate and Debbie Reynolds.

#### **Testimonials**

EMPOWERHOME TEAM **EMPOWERHOME** "Best Real Estate Agents" and Top Teams, 10 Years in a Row". from the Wall Street Journal

> THE WALL STREET JOURNAL. REALTZENds

REYNOLDS

TEAM

APPROACH

What Happens

From Listing

1. Once A Private In Home

performed and you have a full

tips on what to do and mo

inderstanding of what your hon

will sell for, we will give you some

aportantly what not to do to go

top dollar. We will go over all the

costs you will have so you will

know how much money you will

have leftover after you sell your

2. A custom advertising and

marketing plan is prepared for your home. All the necessary

information is obtained from you

when we meet with you at you

home. That plan is provided to

it, and then ...

Sarah and Debbie, they fine tune

to Sale

"If you are in the market to sell about my good friends - Realtors Sarah and Debbie Reynolds. They sold Paul and Pauline's home after only four days on the market Don't throw away thousands of dollars and waste time having your home sit on the market Debbie and Surah sells homes 3s faster and get their sellers \$30,500 more than the average agent."

WMAL (105.9 FM/AM 630) with







Sarah and the whole Reynold EmpowerHome Team. The Reynolds EmpowerHome Tear nade the impossible happen for us. They Sold our home and pa us into a beautiful new one. We knowledgeable professionals to help navigate us through a sell and help us find and acquire the next home for our growing family. extra mile made all the difference weren't certain it was the right time for us to buy and sell...we had big dreams for what our nexhome should be, concerns about how to prep and sell our current ome, and all the while staying within budget. Convinced this vouldn't have happened with any other team. Truly miracle workers Yes, unabasisedly over the top for this team!!! Thanks Reynolds EmpowerHome Team.

Roger and Danielle Carroll



#### Your Area's Most Successful Sales Rep Attracts Worldwide Attention for Innovative Homeselling System

SALES PROFESSIONALS &

MARKETING ORIENTED

ENTREPENEURS



BUSINESS OWNERS

are "Teams" so they understand are Teams so they understand and appreciate Reynolds Empower! Ione Team System. Those people are accustomed to bringing people who play different specialized roles that to be the most productive approach to complex situations. Rather than having one person trying to juggle all the balls, wear all the bats, they know from their own experience that no one person can be good at everything

EXCEPTIONALLY BUSY

Why? Because REYNOLDS

EMPOWERHOMETEAM

features methods of marketing and selling homes that minimize

their involvement and

Debbie's pre-selection and

COUPLES

immediately







ends to attract the client who hat's because they sell 98% of the ones they list - compared to the overlage agents 49%. If you hire the wrong agent, after weeks or even months to by without your home ng soki, you have to get tid of it agent and start all over again with a new agent. Many sellers go through three before getting their horne finally solil - and then they tend to compromise their price severely. The homeowner who is ick record to others, and makes

the obvious choice.

lottery, but still a gamble.

In fact, over the past year, only

49% of the properties listed, sold



Why? Like the executives, they benefits of a Team Approach. It

#### DOCTORS, HOSPITAL ADMINISTRATORS &

#### qualifying process reduces the number of people who troop in and out of the home with no rea NURSES interest in it OR ability to buy it

is the way they work all the time.

#### WARNING & SHOCKING FACT:

72% Of All Home Sellers Say They Would NOT Go Back To The Same Real Estate Agent To Do Another Transaction!

EmpowerHome Team after heing listed with another agent for 4 months! They listed the home and sold it in 19 days for 100% of our asking price! We felt that the difference was that Sarah was the neighborhood did not have knowledge of the

highly recommend them to all of our friends and family!" Bill & Monnie Morris

To discuss the sale of your home, call Reynolds EmpowerHome Team at 866-460-4153.

within the term of the agents' he sold: especially in good

But actually, the odds of most agents getting your home sold are out very good. Not as bad as the

NOT have to be a "crap shoot".

How Likely Is It That Your Home Will Actually Get Sold

By The Agent You Choose To Sell It?

listing contract. During that same time period, we sold 98% of our work disclose his or her batting average (in writing). Maybe with r home, he or she will do

## Newspaper Mock-up

Printed on Newsprint, black & white. (Both The Essentials and Deluxe Editions)

#### From The Robinsons

"After two plus years of having only three to five showings of my listed home with a different realtor and after hearing great reviews of Keller Lawrence and his team, I decided to make the move and contact Mr. Lawrence and his team. After doing so and immediately, I regained the confidence that my home would sell after nearly giving up. Mr. Lawrence and his team were very knowledgeable, very people oriented, and very professional. In only four months, I had nearly twenty showings of my home. In only four months I finally sold my home for a little over 98% of my listed price. If you were or are currently in my situation, I strongly suggest that you contact Keller Lawrence and his team."

The Robinsons Greenwood, SC

> The Kellar Lawrence Team 864-942-8991 www.GwdGuaranteedSale.com



Open and Read This
ONLY If You're Still
Undecided About Calling
The Kellar Lawrence Team

### The Essentials Edition – Testimonial Letter

Printed in black and white on standard white paper.



Open and Read This ONLY if You're Still Underided About tooks



### The Deluxe Edition - Testimonial Letter

Printed in color on glossy paper.

### The Essentials Edition (overview)



Sell Your Home for More Money With the Craig Proctor Citywide Buyers Agent Net

Who Will Write The Ad That Sells Your House?

How Likely Is It that Your Home Will Actually Get Sold?

Who Will Write the Ad that Sells Your Home?







In the late of Court, we have noticed RNA steps and their harves, there, two court of the water for the product of the steps of the late of the steps of the step of







Open and Read This ONLY If You're Still Undecided About Calling The Kellar Lawrence Team

#### From The Robinsons

After two plus years of having only three to five showings of my listed home with a different realize and after hasing great reviews of Keller Lawrence and his hearing great reviews of Keller Lawrence and his team, 1 decided to make the move and cortext. Mr. Lawrence and his team were very long to the continue that my home would sell after nearly giving up. Mr. Lawrence and his team were very professional, his only four moreths, I had rearly breatly professional, his only four moreths, I had rearly breatly my home for a lattle over 98K of my listed price. If you were or are currently in my situation, I strongly suggest that you contact Keller Lawrence and his team."

The Robinsons Greenwood, SC

> The Kellar Lawrence Team 864-942-89 www.GwdGuaranteedSale.com

### The Deluxe Edition (overview)









