

# Kristi JENCKS

*Helping you show up with competitive value and confidence*



@KRISTIJENCKS

 **SPEAKER BUREAU**

@kristijencks



## What did you find to be the most difficult part of your home sale transaction?

### FEMALES

**11%**

Finding a real estate agent I liked/trusted

**33%**

Getting my home ready to sell - cleaning, painting, staging, etc.

**6%**

Determining the list price of my home

**24%**

The paperwork - disclosures, legal documents, reports, etc.

**16%**

Negotiating with buyers/evaluating offers

**10%**

Having strangers tour my house

### MALES

**27%**

Finding a real estate agent I liked/trusted

**23%**

Getting my home ready to sell - cleaning, painting, staging, etc.

**8%**

Determining the list price of my home

**21%**

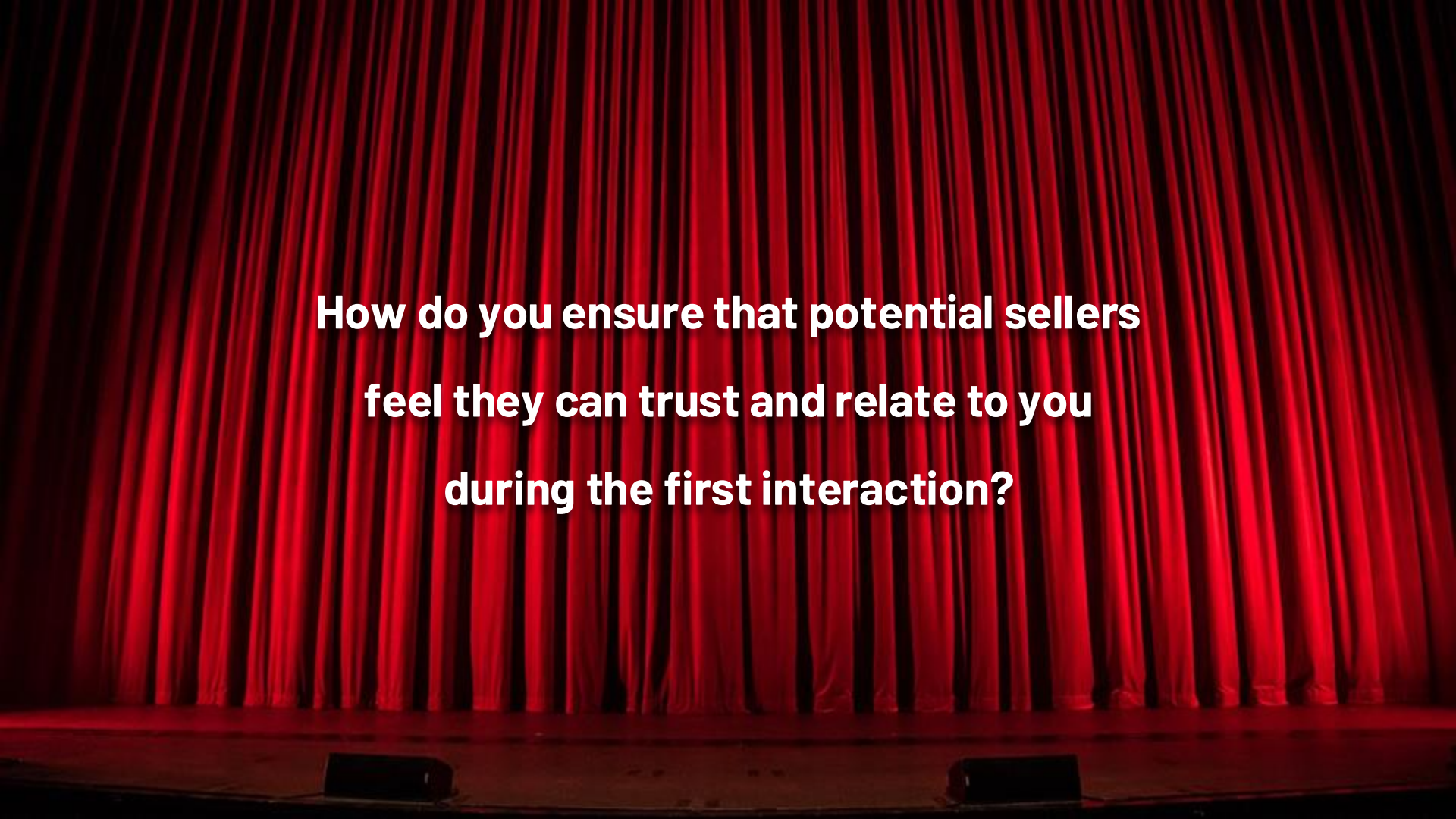
The paperwork - disclosures, legal documents, reports, etc.

**14%**

Negotiating with buyers/evaluating offers

**6%**

Having strangers tour my house

A background image of a stage with heavy red curtains. The curtains are closed and have a vertical pleated texture. The lighting is slightly brighter in the center, creating a subtle gradient across the fabric. At the bottom of the frame, the dark stage floor is visible, with two small, dark rectangular objects, possibly speakers or monitors, positioned on either side of the center.

**How do you ensure that potential sellers  
feel they can trust and relate to you  
during the first interaction?**

# Be on the lookout for how these agents:



Build rapport, create trust, and make it fun or easy



Show competency, Reduce stress, and save the seller time



Save the seller money & guarantee an incredible outcome

# Initial Consultation & Property Assessment

Heather Murphy Group – Savannah, GA

- In-depth **phone interview** looking for client needs, goals, and timeline
- Gather **comprehensive property details** and assess client's **market knowledge** with a survey.
- Utilize **DISC profiling** to tailor your approach to each client's communication style
- Helpful marketing questions:
  - What attracted you to this home when you bought it?
  - What is your favorite feature of the home?
  - What do you like most about your neighborhood?
  - What are some nearby attractions and amenities?
  - What would you change about the home?



@heathermurphyrealtor

## 2024 YTD

- 127 closed & pend listings
- 104 closed & pend buyers
- 12 active listings
- \$84,967,667 in volume



# Get Heathers Checklists

<b>Property Address</b>	<b>MLS#</b>
<b>City/ State/ Zip</b>	<b>Property Type</b>
<b>CLB#</b>	<b>Shackle Code</b>
<b>Agent</b>	<b>Client</b>

## LISTING ACTION PLAN

<input type="checkbox"/> Photo House Date/Time _____	<input type="checkbox"/> Showing Time Updated _____
<input type="checkbox"/> Photography - Photos/RV/Drone (if not, needs HMM approval)	<input type="checkbox"/> Added to Coop Compensation Sheet
<input type="checkbox"/> Print Zestimate (prior to activating listing)	<input type="checkbox"/> Listing Docs W/ Brochure to Seller
<input type="checkbox"/> Install Lockbox and Sign	<input type="checkbox"/> Command- Listing Docs Submitted
<input type="checkbox"/> Listing Agreement, MLS Form, Lockbox Form	<input type="checkbox"/> BoomTown (Add Client to database)
<input type="checkbox"/> Pre-show Agreement (F258)	<input type="checkbox"/> Email MLS to Buyers Agent
<input type="checkbox"/> Pre-show Agreement to Pre-Show group text	<input type="checkbox"/> Update Client List
<input type="checkbox"/> Listing Description Approved by Agent	<input type="checkbox"/> Property Information Sheet Attached
<input type="checkbox"/> ABAD	<input type="checkbox"/> Vacant _____ Occupied _____
<input type="checkbox"/> Seller's Disclosure	<input type="checkbox"/> CLB Sheet Updated
<input type="checkbox"/> Community Association Disclosure	<input type="checkbox"/> Lead Source _____
<input type="checkbox"/> Lead Based Paint Disclosure (built prior 1978)	<input type="checkbox"/> Preferred Contact Method _____
<input type="checkbox"/> MLS Input / Print Full View for File	<input type="checkbox"/> Open House Y N Date _____ Time _____
<input type="checkbox"/> Added to GA MLS/HABR (if applicable)	<input type="checkbox"/> Send Review Request Email (24-48 hrs after mktg links)
<input type="checkbox"/> Disclosures Uploaded to MLS	<input type="checkbox"/> Copy of POA (if applicable)
<input type="checkbox"/> Legal Description Uploaded to MLS	<input type="checkbox"/> Land Plat/Survey (no active listing until received)
<input type="checkbox"/> Lockbox - Supra (Add Key Box)	<input type="checkbox"/> Land Plat/Survey (no active listing until received)

## MARKETING ACTION PLAN

<input type="checkbox"/> Verify Syndication Zillow/Trulia, Realtor.com, Homes.com
<input type="checkbox"/> Website Links Emailed to Client (24 hrs/Monday 12pm)

## ITEMS AT PROPERTY (DISCUSS WITH CLIENT CONCIERGE)

<input type="checkbox"/> Combo Box Installed	Location of Box _____	Removed _____
<input type="checkbox"/> Air Freshners Installed	How Many _____	Removed _____
<input type="checkbox"/> Staging Items Installed	_____	Removed _____
<input type="checkbox"/> Extra Keys in Office?	_____	Removed _____

NOTES:


## LISTING CHECKLIST

LEAD SOURCE _____	REFERRAL COMMISSION (\$ or %) _____
LIST PRICE _____	LIST DATE _____
COMMISSION _____% ( _____ SELL _____ BUY)	LOAN CONV CASH FHA VA USDA 1031
PROPERTY ADDRESS _____	VACANT OCCUPIED
SELLER #1: _____ P: _____ E: _____	
SELLER #2: _____ P: _____ E: _____	
DATE OF PURCHASE _____	BEST CONTACT METHOD CALL TEXT EMAIL
PHOTOGRAPHY STANDARD FLOOR PLAN VIRTUAL STAGING 3D TOUR DRONE	
Are there any additional Sellers on title living or deceased?	YES* NO *Have you been through probate? YES NO
Are you divorced or going through a divorce?	YES* NO *Is the divorce final? YES NO
Is the property in a trust?	YES NO Are you in bankruptcy? YES NO
Are you delinquent on/missed any mortgage payments?	YES NO Are you delinquent on HOA dues? YES NO
Are there any liens on property?	YES NO Are you a US citizen? YES NO
SF _____	VERIFIED YES NO OPEN HOUSE YES NO PREFERRED DAY/TIME
# BEDROOMS _____	BATHROOMS FULL _____ HALF _____
MASTER LOCATION	MAIN LEVEL 2 <sup>ND</sup> LEVEL 3 <sup>RD</sup> LEVEL
FORMAL ROOMS	DINING LIVING N/A
FIREPLACE	YES* NO *ELECTRIC *GAS *WOOD BURNING
# HEATING UNITS _____	ELECTRIC GAS
# COOLING UNITS _____	ELECTRIC GAS
# WATER HEATERS _____	ELECTRIC GAS
SHOWING APPOINTMENT	YES NO SHOWING NOTICE _____
SHOWING RESTRICTIONS	YES* NO *DAYS _____ *TIMES _____
PET AT SHOWINGS	YES NO

# Listing Appointment Preparation

**Kristi & Merrill Jencks – Gilbert, AZ**

## Phone Transcript: Upload to AI

I'm uploading a call transcript with a potential listing client. Please identify the client's personality profile and communication style, paying attention to any preferences, pain points, or priorities they mention. Also, provide insights on any specific objections, reservations, or motivations they expressed that I should address. Offer tailored strategies to help me build rapport, present my services in a way that resonates with them, and address any unstated concerns that may impact their decision.



**@kristijencks &  
@merrill.jencks**

**2024 YTD**

**16 closed**

**2 active listings**

**\$9,732,975 in volume**



# Email & Text Communication

Please analyze the client's personality and communication style based on the following email and text exchanges to help me adapt my approach. Here are the copies:

- Email Samples: [Paste email text here]
- Text Message Samples: [Paste text exchanges here]

Based on these messages, please identify any personality traits or preferences in how they communicate. Specifically, I'd like to know if they appear to value efficiency, detail, relationship-building, or show signs of being direct, hesitant, or curious. Any additional observations on their tone, responsiveness, or word choice that could help me improve my approach during our listing appointment.

# Gather Intel from Social

"Analyze my client's social media profiles to identify any insights about their lifestyle, values, and preferences. Here are their profiles and/or observations I've noted about them:

**Social Media Profiles/Links:** [Provide links here]

**Observations:** [e.g., noted interests, family details, types of posts they frequently share, or specific interactions related to lifestyle or hobbies]

Please summarize any patterns in their interests, values, or preferences that would help me tailor my listing presentation to their personality and priorities."

# Build the Presentation

"Using the emails, texts, phone call transcripts, and social media details I've provided, please summarize the key insights about the client's personality, communication preferences, and any values or priorities you can infer. Here's what I'd like you to cover:

1. **Personality Profile:** Summarize the client's personality traits (e.g., detail-oriented, results-driven, relationship-focused, etc.) based on their communication style and content shared.
2. **Communication Preferences:** Describe their preferred style of communication, such as direct and efficient, informal and friendly, detail-oriented, or high-level.
3. **Emotional or Motivational Cues:** Identify any values, motivations, or concerns you can infer that may influence their decision-making or expectations for the listing process.
4. **Approach Recommendations:** Provide actionable steps on how I should adjust my approach during the listing appointment to best accommodate their personality and communication preferences. This could include recommended tone, level of detail, pacing, or specific techniques to build rapport and address any concerns.

Please include any other observations that could enhance my understanding of the client and optimize my approach to ensure they feel heard, valued, and understood during the appointment."

# Build Your Presentations with AI



ChatGPT



perplexity

The Gemini logo, featuring the word "Gemini" in a blue-to-purple gradient font on a black background. A small purple star is positioned above the letter "i".

# Pre- Listing Appointment Email

Kristine McKinley - Orlando, FL

- **90% of sellers will click on the links** and study the videos and photos.
- Youtube channel - has all property tours & 78 1-minute videos of trips and tricks (**Chick Chat episodes**), and many other videos about **neighborhoods and local data**.
- Sellers watch the videos, **learn her personality before meeting, and hear her knowledge**. This helps create rapport before she shows up.
- Custom video intro with trackable links allow her to see what they engaged with.



@therealestatechicks

2024 YTD

- 46 Closed & Pending
- \$23,400,000 Vol
- 5 active listings

# Get Kristines Template

**Kristine McKinley - Orlando, FL**



Thank you for your time on the phone today.

We like to send a "snippet" of information about our team, WHO we are and HOW we have efficiently sold homes in the Greater Orlando area since 2004. Please know we will go over our experience and processes in much more detail when we meet at your home \_\_\_\_ at \_\_\_\_.

## Experience

### "Full Service" Service

### Tried & True by the Community

### Expert - Marketing, Negotiating, and Communicating

- Professional HDR photography
- Professional video of the home if applicable [like this one](#)
- Personal property website via [OrlandoRealEstateChicks.com](http://OrlandoRealEstateChicks.com)
- Buyer database "matching" program that matches your home with thousands of buyers who have registered on our website
- Mega open houses will be used to market your home on the first weekend on the market. This has yielded the best response.
- And 17 other important marketing items we will go over at our appointment

# The Tour

Ali Thompson - Temple, TX



@alithompsonhomes

- Be early & “**exude positive** energy and smile”
- Greet the sellers find something to **genuinely love and compliment** about the home, the seller, the decoration, etc.
- Tour the home **take notes** listen to their descriptions the positive and potential negative
- Sit at the **TABLE** & go over the **Launch box**:
  - **Language** “When you list with me...”
  - Share **Examples** - Making the bed...
  - **Language** “What this means to you is...”

## 2024 YTD

- 37 Closed & Pending
- 11 Active listings
- \$24,344,900 volume



# Did you notice.....



Build rapport, create trust, and make it fun or easy



Show competency, reduce stress, and save the seller time



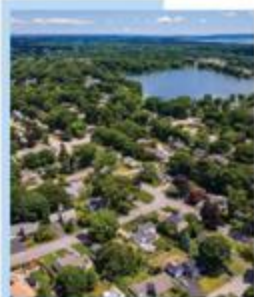
Save the seller money & guarantee an incredible outcome

# The Numbers

Slocum Home Team - Warwick, RI

## TODAY'S MARKET CONDITIONS

Do you know what's going on with your local real estate market?



### MONTHS OF INVENTORY

A key metric that helps to understand the balance between supply and demand in the housing market. It's a valuable tool for gauging the temperature of the real estate market, helping both buyers and sellers make informed decisions.

Active Listings



Avg. Sales p./Month



Months of Inventory

### INTERPRETING THE NUMBER:

**Sellers Market (1-3 Months):** This means there are fewer homes for sale relative to the number of buyers, which often leads to higher prices and quicker sales.

**Balanced Market (4-6 Months):** Market is neither heavily favoring buyers nor sellers.

**Buyers Market (6+ Months):** This scenario indicates that there are more homes for sale than there are buyers, which can lead to lower prices and homes staying on the market longer.

### HOW DOES THIS IMPACT YOU?

**Pricing Strategy:** In a seller's market, demand outstrips supply, and you might price your home more aggressively, potentially even above the market rate, as buyers compete for fewer available properties. Conversely, in a buyer's market, you might need to price your home more competitively to attract interest.

**Negotiation Leverage:** In a seller's market, you might find yourself in a position to receive multiple offers, or even offers above asking price, and you can negotiate more firmly. In a buyer's market, you might have to be more flexible or willing to make concessions.

**Expectations on Sale Timeline:** In a market with low months of inventory, homes tend to sell faster. If the months of inventory are high, you might need to be prepared for a longer sale process, which can impact your plans, especially if you're looking to buy another property or relocate.

**Understanding Buyer Behavior:** In a market with high months of inventory, buyers may feel less pressured to make quick decisions and might be more inclined to negotiate aggressively. Conversely, in a market with low inventory, buyers are often more motivated to act quickly and decisively.



@slocumhometeam

Months of Inventory Calculator (Simple) ☆ ⓘ

File Edit View Insert Format Data Tools Extensions Help

Menus 100% 123 Roboto 18

MONTHS OF INVENTORY ANALYSIS (LISTING BOOK)

A	B	C	D	E	F
<b>MONTHS OF INVENTORY ANALYSIS (LISTING BOOK)</b>					
DATE	1-Feb-23 Prepared By: Nick Slocum				
INPUT DATA ONLY IN FIELDS CODED IN RED - CRITERIA (0-365)					
LOCATION	ACT	SLD	NO. MOS	SLD/MO.	MOS OF INV
Target Area	23	146	12	12.17	1.9

# The Numbers

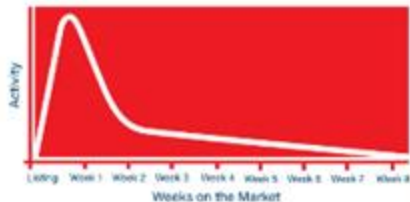


@slocumhometeam

## HOW TO PRICE YOUR HOME

### PRICING IS EVERYTHING

As the pyramid graph illustrates, more buyers purchase their properties at market value rather than above market value.



How to Price Your Home

### PRICING VS TIMING

Timing is extremely important in the real estate market. The graph illustrates the importance of placing your property on the market at a realistic price and terms from the beginning.

## 3 POINT PRICING STRATEGY

### 1. PRICE ABOVE MARKET VALUE

- Pros: Find the perfect buyer and set a new value for your home & neighborhood
- Cons: Not finding a buyer, extended time on market, price reductions & losing leverage to the buyers.

### 2. PRICE AT MARKET VALUE

- Pros: Increase chances of showing up in online searches for buyers who can afford your home, appealing to other agents, low chances of appraisal issues.
- Cons: The feeling of are you leaving money on the table.

### 3. PRICE BELOW MARKET VALUE

- Pros: Create a frenzy among buyers, creating competition, driving up the price, fast sale. Works best in high inventory markets.
- Cons: Not enough demand could result in a sale lower than market value, might not attract the right buyer.



## 4 OPTIONS TO A SUCCESSFUL SALE

### 1. ON-MARKET

This is the traditional and most common process of listing and selling your property. We will complete your personalized Marketing Plan, list the property in the MLS and maximize exposure for your home to the widest audience possible.

### 2. OFF-MARKET

We can attempt to find a buyer at a price you'd be happy with without listing the home to the entire marketplace. This results in the lowest exposure but also the lowest inconvenience avoiding multiple showings and open houses. It can also avoid running up the number of days on market.

### 3. BRIDGE FINANCING

Third-party companies such as Easy Knock may enable you to put equity from your current property and allow you to purchase a new home without needing to include a home sale contingency.

### 4. INSTANT OFFERS

For this option, we would tap into our network of investors and cash buyers. This is the quickest process, typically taking 30 days or less to complete the entire sale but it's often the lowest sales price as well.

# Marketing



## YOUR MARKETING PLAN

In real estate marketing, there's no one-size-fits-all approach. Each home is unique, and it's our goal to make your property stand out, ensuring it attracts the right buyers and achieves its true value.

## Of Course Marketing

**Strategic Pricing**  
**Database Alerts**  
**Legal Compliance**  
**Zillow.com**  
**PROVIDE FEEDBACK**  
**COMPPELLING PROPERTY DESCRIPTION**  
**Personalized Branding**  
**Open Houses**  
**MLS**  
**Professional Photos**

**HOMES.COM**  
**Yard Sign**  
**Realtor.com**

## The Slocum Difference

### Photo + Video

- Floorplans
- Immersive 3D Tours
- Short form Video
- Drone Photography

### Digital + Web Mkt

- Inclusion in the "Home Stretch Newsletter"
- Listed on Google Business Page
- Showing packet E-Book

### Feedback + Reporting

- Guaranteed regular Communication
- Bi-weekly Listing Performance reports

## The Slocum Difference

### Photo + Video

- Floorplans
- 3D Tours
- Twilight photos
- Short-Form Video
- Agent-lead Video tour
- Drone photos

### Digital Marketing

- Featured in "The Home Stretch" Newsletter
- Listed on Google Business Page
- E-Book Showing Packet

### Feedback + Reporting

- Guaranteed regular Communication
- Bi-Weekly Listing Performance

## The Slocum Difference

### PRE-List

- 3D TOUR
- FLOORPLANS
- Zillow Listing Guarantee
- TWILIGHT PHOTOS
- DRONE PHOTOS
- SHORT FORM VIDEO
- YOUTUBE VIDEOS
- VIRTUAL STAGING
- COMPARISON CHARTS
- EMAIL - SKIPPABLE
- FB AD - INSTREAM AD ON YOUTUBE



### LISTING LAUNCH

- Custom Background Flyers
- MEGA OPEN HOUSE
- CUSTOM 16 STORY
- Promote across all social channels
- Post in community FB Groups
- EMAIL BLIT W/ "DEAL OF THE WEEK" STRATEGY - Audience size over 10,000
- Access to Full Time Listing Coordinator
- Weekly Listing Performance Reports
- Circle Prospecting

### COMMUNICATIONS GUARANTEE THROUGHOUT!

### CAREER TO CLOSING (AND BEYOND)

- Full Time Transactions Coordinator
- Access to our Vendor Referral List
- Digital e-signing most contracts
- Regular Equity Updates



# Case Studies

Melissa Pilon - Los Angeles, CA



issapilonhomes

2024 YTD  
closed and pending  
active listings  
203,500 volume  
576,000 active  
ngs volume

Melissa

1. Con

2. Loc

3. Pric

4. Exp

The Proof is in the Numbers

Melissa will sell your  
home faster and for  
more money  
compared to the average agent

6

Melissa's Average  
Days On Market

35

Average Days On  
Market

109%

Melissa's List to  
Sale Price Ratio

83.2%

Average List To  
Sale Price Ratio

## CASE STUDY

How I turned \$55,000 into \$172,000

Home improvement financing fronted interest free by Compass

\$1.2M

Expected Sale Price  
Without Concierge

\$1,372

Sale Price  
After Concierge

6

Days On  
Market

\$172K

Total return  
with Concierge

\$55K

Total project cost

"Concierge solved it all. My analysis showed that without any updating this dated townhome would likely get about million two. My key suggestions were to update the flooring throughout, install new light fixtures, new countertops and hardware in the kitchen and bathrooms. Of course as always I recommended staging. We received an estimate for \$55K to complete the entire project and took 2 weeks to complete. The home sold for \$1,372,000 which is \$172,000 over the original value with a \$55K investment giving a 319% return. The best part is Compass fronted all of the expenses for this project giving my seller all of the equity on the back end."



Melissa Pilon  
Redondo Beach

## COMPLETED CONCIERGE SERVICE

- Interior Paint
- Full Kitchen Remodel
- Staging
- New Flooring
- Bathroom Countertops
- New Light Fixtures
- Deep Cleaning
- New Bathroom Fixtures

Learn how Compass Concierge can help you sell faster and for a higher price with nothing paid before closing.  
[compass.com/concierge/melissa-pilon/](https://compass.com/concierge/melissa-pilon/)

# Frame it & Name it

## Brand Identity & Differentiation:

- A unique name sets your system apart, making it memorable. Helps you stand out in a competitive market.

## Credibility & Trust:

- Naming your system signals a professional, structured approach and instills confidence, making clients more likely to trust your expertise.

## Scalability & Ownership:

- A branded system enhances your authority & is easier to scale, replicate, and market consistently across platforms.

# Guarantees

Slocum Team - Warwick, RI



@slocumhometeam



## CLIENT REVIEWS

We pride ourselves on providing a 5-star customer experience to each of our clients and our reviews reflect that! See exactly what people are saying by visiting the profiles.



### NO GIMMICK GUARANTEE



#### DAY-TO-DAY LISTING

Day-to-day listing agreement means you can cancel anytime without penalty.



#### NO HIDDEN FEES

Have some peace of mind knowing that throughout the entire process there will be no surprise fees.



#### COMMUNICATION GUARANTEE

We guarantee clear and prompt communication. Making this process as smooth as possible is our #1 priority.

Google  
Reviews ★★★★★  
<https://bit.ly/SlocumHTReviews>



(246 Reviews)

5.0 ★

Zillow  
[zillow.com/profile/SlocumHomeTeam](https://www.zillow.com/profile/SlocumHomeTeam)



(254 Reviews)

5.0 ★

facebook  
★★★★★  
[facebook.com/SlocumHT](https://www.facebook.com/SlocumHT)



(59 Reviews)

4.8 ★



# Guarantees

## Joan Pratt - Castle Rock, CO

- Communication Seller Reports & Calls
  - 24hrs or \$100 cash
- Professional Service Agreement
  - Clear scope of work
- Honest Presentation
  - No wild promises
- Qualified Buyers
  - Honor the seller's time

### SELLER'S GUARANTEE

WITH THE JOAN PRATT GROUP



#### COMMUNICATION

You will be kept posted on the progress of the sale of your home with an update every 2 weeks. Your phone calls will be returned by a qualified Team Member within 24 hours.

**GUARANTEE:** If we fail to update you bi-weekly or return your phone call within 24-hours (One Business Day), we will pay you \$100 cash.

#### HONEST PROCESS

Guarantee #1 is a good example. We are not going to wildly promise you the moon and stars to get your business. We will tell you what we can and will do, exactly how we operate, as well as what we will not do, upfront, in clear language. When we list your home, we will give you a detailed Professional Service Agreement in writing.

**GUARANTEE:** If at any time we fail to honor that Agreement, we will pay you \$500 cash.

#### REALITY BASED SELLING PRICE RANGE

We will never play the "bait n switch game of promising to get you a wholly unrealistic price just to get your listing, then wearing you down with low ball offers. Unfortunately, this does go on in our industry.

#### REALITY BASED TIMETABLE

We implement a complete marketing program to sell your home. You know in advance what will occur & will receive weekly marketing updates. We also set a "target range" for the timing of the successful sale of your home. In many cases, we will sell your home faster.

#### HONEST PRESENTATION OF EXPERIENCE

Everything stated about Joan Pratt and her Team throughout these materials is accurate and factual.

**GUARANTEE:** If anyone can demonstrate that any statement is false, Joan Pratt will donate \$500 to your charity of choice.

#### QUALIFIED BUYERS

Our marketing systems and consumer programs automatically sift and sort out the best-qualified prospects for your home. We will not ask you to leave your home and allow us to show it to any Buyer unless they have been pre-qualified to buy your home and are genuinely interested in your home features.

**GUARANTEE:** If we ever show your home to a buyer who later tells us that "they cannot afford your home", we will pay you \$500 cash.



# Ask for the business

Melissa Pilon - Los Angeles, CA



@melissapilonhomes

## Home Seller's Net Sheet

<b>COMPASS</b>		2120 Hawthorne Blvd Suite 750 Torrance, CA 90503 melissa@pilonhomes.com 248.953.8405
Prepared especially for <b>Sasha and Ambar Moghadam</b>		
3401 PV Dr N	Palos Verdes Estates	90274
<b>Proposed Price:</b>	<b>\$2,890,000</b>	
1st Mortgage (Estimated):	\$	1,137,000.00
Second Mortgage (Estimated):	\$	-
Reconveyance Fee:	\$	75.00
Document Fee:	\$	250.00
Sub Escrow Fee:	\$	125.00
<b>Total Payoff Charges:</b>	\$	1,137,450.00
Title: ALTA Owner's Policy:	\$	4,290.00
Escrow Fee:	\$	6,030.00
Miscellaneous Escrow Fees:	\$	300.00
Home Warranty:	\$	600.00
County Transfer Tax:	\$	3,179.00
City Transfer Tax:	\$	-
Selling Broker Commission (2.5%):	\$	72,250.00
Buyer Broker Commission (2.5%):	\$	72,250.00
Natural Hazard Disclosure:	\$	99.00
City Building Report:	\$	-
Seller's Coverage Home Warranty at \$1.00/day est. 45 days:	\$	-
<b>Total Escrow Charges:</b>	\$	199,048.00
Permit Work (estimated):	\$	-
Roofing:	\$	-
Landscaping (if needed):	\$	-
Paint (if needed):	\$	-
Home & Window Cleaning:	\$	-
Staging (if needed):	\$	-
Miscellaneous Repairs:	\$	-
Any Buyer's Requested Repairs (estimated):	\$	-
<b>Total Repair Charges:</b>	\$	-
<b>Total Estimated Closing Cost:</b>	\$	<b>1,296,498.00</b>
<b>Net Cash to Seller:</b>	\$	<b>1,593,502.00</b>

## Our Immediate Next Steps

### ☐ Complete listing paperwork.

The listing agreement is a contract set in place to protect you. It ensures that I provide the highest level of service while fulfilling my fiduciary duty to represent your best interests.

### ☐ Begin to prepare your home for the market.

Let's determine next steps together.

### ☐ Launch your property.

Melissa Pilon

DRE# 01974762

Agent

M: 248.953.8405

melissa.pilon@compass.com

@melissapilonhomes



MELISSA PILON

# Listing Appointment – Go for the Close

Slocum Team – Warwick, RI

## LET'S MAKE A PLAN!

SUN	MON	TUE	WED	THU	FRI	SAT

Let's Make a Plan!

## LET'S MAKE A PLAN!

October

SUN	MON	TUE	WED	THU	FRI	SAT
		1	2	3	4 Phone + Video	5
6	7	8	9	10	11 Prep	12
13	14 Coming Soon Campaign	15	16	17 Live in MLS	18	19 Open House
20 Open House	21	22	23	24 Listing Performance Report	25	26
27	28	29	30	31	1 Open House if needed	2

Let's Make a Plan!



@slocumhometeam

# Did you notice.....



Build rapport, create trust, and make it fun or easy



Show competency, reduce stress, and save the seller time



Save the seller money & guarantee an incredible outcome

A man with dark hair and a mustache, wearing a light blue suit jacket over a patterned shirt, is shown from the chest up. He is looking slightly to his left. The word "YOU" is superimposed in large, bold, red capital letters with a yellow outline across the lower half of the image.

**YOU**

## Mindset Check:

- 🧠 Where's your head at?
- ❤️ What about your heart?
- 💰 Are you just focused on your wallet?

## Pre-Presentation Routine:

- 🎭 Scripts & Role Play & AI
- 📋 Checklists

## Best Practices for Showing Up:

- 🕒 **Arrive early**, but don't park in the driveway.
- 🐾 **Greet everyone** warmly, including pets.
- 👔 **Look your best**—dress professionally and appropriately for the market.



# Your new secret weapon – The LOVE Concept

Developed by **Dr. Jim Parker**, founder of Parker University.

There will be people who drive you crazy. There will be difficult clients. How do you push through? Hold fast to these principles:

- Develop a **compassion to serve** that is **greater than the compulsion to survive**.
- **Success is predetermined** by my faith, confidence, and belief in my products, services, and ideas.
- I will **anticipate** the good -- **even during** the bad.
- Don't let the **negative few** overrule the **positive many**.

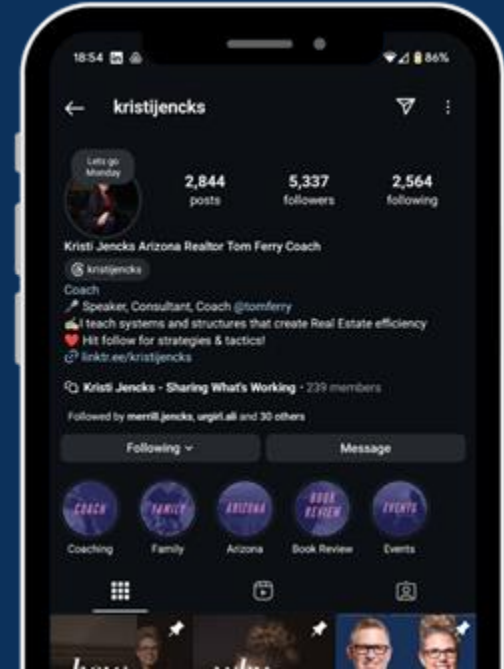




# Get the Resources

To get the resources, head on over to my Instagram and DM me **"ROAD MAP"**

@kristijencks





# Kristi JENCKS

*Helping you show up with competitive value and confidence*



@KRISTIJENCKS

 SPEAKER BUREAU

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