

SHOWING HOMES LIKE A PRO

KNIPE | REALTY 

PREPARING YOUR VEHICLE

- ▶ **1. Hospitality – Beverages, Snacks**
- ▶ **2. Technology – Chargers (all kinds)**
- ▶ **3. Entertainment – Toys, Games, Books**
- ▶ **4. Washed, Waxed, Vaccummed**
- ▶ **5. Odor-Free – Bad and Good**
- ▶ **6. NO Dash Lights**

SHOWING SURVIVAL KIT

- ▶ **1. Umbrellas / Jackets / Boots / Booties**
- ▶ **1. Toilet Paper / Baby Wipes**
- ▶ **2. First Aid Kit**
- ▶ **3. Tools / Flashlights / Tape Measure**
- ▶ **4. Compact Plunger**
- ▶ **5. Large Bucket / Towels**

BUYER PACKAGE

- ▶ **7. KR Buyer Book**
- ▶ **8. Notebook / Pens**
- ▶ **9. MLS Sheets / Map / Insights**
- ▶ **10. Lender / Title / Insurance Contacts**
- ▶ **11. School Information**
- ▶ **12. House Hunting Checklist Sheet**

APPS TO HAVE

- ▶ **1. RPR**
- ▶ **2. Zillow**
- ▶ **3. Title Company Payment Estimator**
- ▶ **4. Sentrilock**

ALWAYS BE PREPARED

- ▶ **1. Drive the Route Before the Tour**
- ▶ **2. Preview Homes on the Tour**
- ▶ **3. Door Knock / Chat with Neighbors**
- ▶ **4. Know Area Amenities**
- ▶ **5. Know the Pendlings / Solds**
- ▶ **6. Zip Code Market Stats**

CONDOS ARE DIFFERENT

- ▶ **1. Packet of Amenities**
- ▶ **2. Know What is For Sale**
- ▶ **3. Ask for Lockbox Serial Number**
- ▶ **4. Know the Unit Location**
- ▶ **5. Know Common Areas Access**
- ▶ **6. Know What HOA Includes**

ABOVE AND BEYOND TOUCHES

- ▶ **1. CMA / RPR Reports for Each Home**
- ▶ **2. Text ETA and When You Leave**
- ▶ **3. Leave Feedback Notecard**
- ▶ **4. No Lights? Mini-Stage Before Entry**
- ▶ **5. Re-Cap with Memory Pics / Videos**
- ▶ **6. Text Link to Homes they Loved**

TOUR END FOLLOW UP

- ▶ **1. Discuss Each Home After Viewing**
- ▶ **2. Take Notes On Likes / Dislikes**
- ▶ **3. Refine Automated Searches**
- ▶ **4. Send a Thank You Card to Buyers**
- ▶ **5. Send Personally Curated Listings / FSBO's / Coming Soon Regularly**

**WE HOPE THAT YOU
ENJOYED TODAY'S KLASS.
THANK YOU!**