



Pascal Schreier's

Broker Associate / O'Connor Realty

7 Steps DEVELOPED BUYER SYSTEM



Decision Process

1) Who am I and How Do I work?

Let me explain the Iceberg,
and what we both have to accomplish before & after
finding your new
Dream House

➤ Let's Determine Your Concerns and
Motivation
(Qualify)

This allows me to understand your needs and desires.

2) I will ask you some questions ?

➤ Tracking down the right Property

MLXchange allows us to build your Dream House
Step By Step

and we can see which properties are on the market and
come close to what you were looking for.

This allows you to know
what we are doing to find the right property.

3) You will sit down with me at my PC

➤ Determine Price of new Home &
Estimate of how much you are willing
and able to Invest

This gives you an idea of how much money you will have to go shopping for (Loan company).

If I can only save you $\frac{1}{4}$ % on the Interest Rate on \$ 100,000 loan, the direct saving would amount to \$ 17 per month, or over \$ 6,000 over the life of the loan.

Pre-Qualification, Why is it so important?!

4) Money is important to you, isn't it?

➤ Flood Zones / FEMA Codes

This gives you a full understanding of what it is, so you won't be afraid of buying in a Flood Zone.

Buy the way, Florida is one big Flood Zone

5) Any Questions?

➤ Explain Forms & Procedures

We will do this before & after we found the right place!

This gives you a full understanding of what it is you are signing.

6) Any Questions?

➤ Step 7 – Communicate After The Sale:

- Multi-Year Contact with you
- Referrals
- Survey
- New Services
- On-going neighborhood information

The finest compliment I can ever receive is
a referral from my friends and customers

Thank you very much!

Pascal Schreier



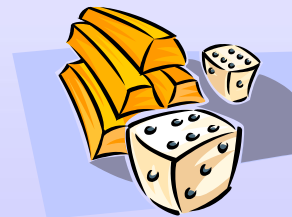
You need a
step-by-step

SYSTEM...





...Not a
Gamble



Mission Statement

Our goal now and for the future. . .

Our clients deserve and will receive the finest service ever offered by any real estate organization.



NOTE:

You have a family doctor, lawyer, dentist, mechanic, accountant and maybe even a veterinarian for your pet.


I want to be your family Broker!

And it all begins with a
Relationship!



*Can We Move to
the
Next Level?*

CLIENT QUALIFIER

- 
- ◆ How are you looking for a home?
 - ◆ Are you looking for any house or something special?
 - ◆ How many other Real Estate Agents have you talked to?
And how many houses did they show you? How many Lists did they give you?
 - ◆ Has anyone really organized this search for you?
 - ◆ Have you seen any homes that you've liked?
 - ◆ How do you like to communicate?
 - ◆ What is the maximum amount of cash you have available to buy a house? Do you need to sell your home first?
 - ◆ What is the maximum monthly payment you'd consider? Are you pre-qualified?
 - ◆ Do you have a sense of value for what your money will buy you yet?
 - ◆ What do you want in a home?
 - ◆ Which of these features could you do without if you had no choice?
 - ◆ If we find the "right" property, are you prepared to make a decision now?

➤ Tracking down the right Property

MLXchange allows us to build your Dream House
Step By Step

Please sit down with me at my Laptop.
After giving you the following forms

➤ Determine Price of new Home &
Estimate of how much you are willing
and able to Investment

Mortgage Pre-Approval. Why is it so important?!

Here is a form for you when you go to apply for
the mortgage ...

Get your Good Faith Estimate!

➤ Flood Zones / FEMA Codes

This Print out will give you a full understanding of what it is!



6) Forms and Procedures

- ◆ 1) Brokerage Relationship Disclosure
- ◆ 2) New Buyer Checklist / Questions
- ◆ 3) Buyer Closing Inspection Authorization
- ◆ 4) Protect from Lead Base Flyer (before 1978)
- ◆ 5) Florida Building Efficiency Flyer
- ◆ 6) Charlotte County Sewer/Septic Disclosure
- ◆ 7) Mold Disclosure Home
- ◆ 8) Warranty Protection Plan www.ahswarranty.com

Remember!
Buying Your New Home Doesn't
Have To Be A Roller Coaster
Ride....

"I'll handle every Twist & Turn for You."

