**All items referenced in this Plan are available on Cab Corner within the Buyer Resources tab unless otherwise noted.**

### Denotes Florida Properties Group competitive points of difference.

# AFTER CONSULTATION

* Post in **Florida Properties Group Facebook Group** what your Buyer’s criteria is in order to identify off-market or coming soon properties.
* If **Property Search Alert** was set up, your Buyers will be automatically notified of properties that match their criteria.
* Identify properties Buyers wish to see and date and time in which they wish to go out.
* Route properties in the most efficient way.
* Schedule showings with Listing Agent or Owners in the route identified above.
* Confirm with Buyers meeting time and location for first showing.
* Use **CORE Present** to create a Buyers Tour if any changes are needed.
* Print **Showing Feedback Sheet** from Cab Corner (Under Buyers Tile). Cut and complete the top section for any scheduled showings.
* Print at least 2 completed Buyers Tour Booklets. One for you and a copy for your Buyers.
* Coil bind the **Buyers Tour Booklet** into a **Here for You Presentation Cover** (Provided by your office)
* Day of, send "Looking forward to starting your home-buying journey today” email and/or text. *(Brand Promise 1, Communication)* 
  + Send completed **Showing Feedback Sheets** to respective Listing Agents and Owners by taking a photo or scanning it at the office. Be sure to save a copy for yourself as notes
  + After showings are complete, review with your Buyers and use *Brand Promise 4, Their Best Interest* to ask a tie down standard question based on the situation: “Do you feel this is the best option” or “Are there other options you would like me to explore?”
  + Place regular **weekly** update calls, texts or emails to Buyer to discuss potential properties sent to them through **Property Search Alert**. *(Brand Promise 1, Communication)*
  + If Buyers request more properties to search, begin the process over again by identifying the properties the Buyer wishes to see, schedule date and time, etc. *(Item 3 in the After Consultation Section above)*