

Language of Listings Workbook



1. Who are you? Describe your BIG what inspires you

2. What is your Real Estate Business Plan?

3. Where does your business come from?

4. Describe your listing presentation. What do you offer?

5. Describe the best part of your presentation/process

6. Describe the weakest part of your presentation/process

7. Do you have a pre-listing presentation? What is it?

8. What are you willing to change in your pre-listing/listing process? Who does it? By when?

Item to Change	How? Who?	Target Date

9. Are you as prepared and practiced as you would like?

10. What does your post presentation plan look like?

11. What are you willing to change in your post presentation plan? Who does it? By when?

12. When you get a listing, what are your service steps?

13. Any other AHA's you want to remember?

Thank you for joining me. Please email me a testimonial and some feedback at roland@kymbuna.com

