

## PRE-LISTING PACKET

- Completed Listing Agreement (leave out price, brokerage fee, length of listing)
- Seller Disclosure Form
- IABS form
- Company Information:
  - Listing Proposal
  - Affiliated Business Arrangement Disclosure
- Personal Resume/Background Information
- Letters of Recommendation
- Staging Your Home ideas
- David Knox's video "Pricing your Property to Sell"  
[www.davidknox.com](http://www.davidknox.com)
- Popcorn
- Diet Coke/Coke/Healthy Juice
- Thank You note stating: looking forward to our appointment at \_\_\_\_\_ on \_\_\_\_\_.

Homework sheet for Sellers to have the following information ready:

- Loan information, any warranty information, deed, survey, etc.

Add anything else you would like to include.

Deliver this to the Seller(s) the day before or have someone deliver for you; this is a SILENT SALESPERSON, SAVES YOU TIME AND MAKES YOU LOOK SO PROFESSIONAL!!