

HOW TO CHOOSE A SALES *consultant*

Harcourts
Packham

IS YOUR SALES PERSON QUALIFIED.

To sell real estate in Australia, you need to be a qualified sales consultant, and that means you need to hold the proper valid license.

Sales consultants in each state must register as a real estate salesperson after the successful complete of a certificate of Registration Program.

It is a valid question to ask your sales consultant if they hold the proper license.

IS YOUR SALESPERSON EXPERIENCED?

Experienced Harcourts Packham sales consultants don't just know all there is to know about selling real estate, they also know about your local market, average house and unit prices, what kind of homes and even features are popular with buyers, key negotiation strategies, and how to effectively market your home.

Sit down with a prospective sales consultant and ask detailed questions about local market such as:

- How much homes have sold for in the area?
- How long is it likely to take?
- How will the property be marketed?
- Who is your target market?

IS YOUR SALESPERSON FOCUSED ON YOU?

You may think our industry is about property, in fact it's mostly about people. At Harcourts Packham we understand our job is about finding the right homes for the right people, and the right people for the right homes.

Our sales consultants not only receive industry-leading in-depth professional training but are also committed to creating meaningful, genuine personal relationships that will help them help you buy or sell a property.

Combine the trust, honesty and integrity that are Harcourts Packham hallmarks with a committed work ethic, highly developed negotiation skills, a thorough knowledge of local markets and property trends and you have sale consultants who are leaders in their field.

IS YOUR SALESPERSON ABLE TO ACHIEVE THE RIGHT RESULT?

Achieving the quick sale of your property for the right price can depend on more than just a great sales consultant. They need the best tools to work with. At Harcourts Packham our sales consultants have a full range of marketing, research and technological tools available to them.

They also work within a highly motivated team environment, where the business, customer support and online services they can draw upon are impressive.

OUR PROMISE

Everything we believe makes our sales consultants the best forms part of what we call Our Promise.

Our Promise is our way of being held accountable and offers our clients a way of assessing our performance every step of the way.

Consider it a total commitment to working together to make the whole experience easier, less stressful, and more rewarding.

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Our Promise includes:

- A written marketing plan and calendar
- Post inspection feedback
- Regular written marketing report
- Marketing review meetings
- All offers presented in writing

CHOOSE HARCOURTS PACKHAM BECAUSE OF ...

The service. We commit to Our Promise. A written assurance of our commitment to providing you with an exceptional level of service.

The contacts. With more than 790 offices internationally our online referral network helps source more buyers.

The technology. Our website receives thousands of visitors every day, 24 hours a day. Our clients have a client login in allowing them 24/7 access to all developments affecting their sale. Our agents use industry-leading apps to complete your sale effectively and efficiently wherever they are.

The marketing. From the streets to the newsstand to online – we have a massive profile and marketplace.

The people. Our business owners and property consultants are some of the most skilled and professional. They strive to deliver you with the best possible result for your property.

The results. Close to \$23 billion in written sales completed every year.

Your home is one of your most valuable assets, so when it comes to selling, it makes sense to choose a

qualified, knowledgeable sales consultant who has all the right tools and strategies at their disposal.

When working with your Harcourts Packham sales consultant, you need to ask plenty of questions so you can make sure you trust them and are confident they have the experience to sell your home quickly and for the best price.

