

Carol
Robertson

Your Roadmap to Success Using Sounding Board

Role: Buyers and Sellers Advisor and Advocate

- Collaborate to achieve your best outcome.
 - Provide guidance, explaining and clarifying each step of the process for buying and/or selling.
 - Offer continuous support throughout the journey.
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Buying Process

1. **Preparation**
 - All about you, what you need to get you moving, working together
2. **Choose the level of service you require**
 - Ongoing until purchase (advocacy), as needed (sounding board)
3. **Onboarding**
 - working together, deposit paid, paperwork discussed & signed
4. **Your Criteria in Detail**
 - Want/Need/Must Have, Budget, Timing, who else is involved
5. **Search**
 - Online, off market, filtering your search,
6. **Research**
 - The property, the price, the area, the agent/agency
7. **Making an Offer, negotiation**
 - Components of your offer, the words and process
8. **Bidding at auction**
 - Strategy, pre auction offers, your offer
9. **Contract Success**
 - The Contract, the detail, your rights and obligations
10. **Settlement**
 - Support throughout the process to Settlement, providing guidance on necessary actions and requirements.

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Selling Process

1. Preparation
 - Work with you to prepare your home for the market.
2. Agent Selection
 - Collaboratively select an agent to market your property.
3. Marketing & Buyer Interaction
 - The agent markets your home and engages with potential buyers.
 - Focus on creating competition or understanding buyers' commitment levels through their story.
4. Agent Liaison
 - I handle communications with the chosen agent on your behalf, relieving you of this responsibility and time involvement.
5. Offer Presentation & Negotiation
 - Offers are initially presented to me by the agent verbally, negotiated in consultation with you, and then confirmed in writing, I am always there through any discussions and negotiations.
 - We discuss the offer in detail to make informed decisions.
6. Settlement Guidance
 - Support throughout the process to Settlement, providing guidance on necessary actions and requirements.



Fee Structure & Consultancy Support, Buyers Advocacy

Full Process Engagement

\$4400 including GST

- Deposit of 50% required
- Generally, the fee balance is payable on Settlement

Consultancy on Demand

\$180 including GST per session

- This service is flexible, allowing you to reach out whenever needed to explore options and strategies.
- Flexible Payment
- The initial fee is prepaid, with subsequent fees invoiced on a weekly basis.
- This structure offers you access to support without incurring major fees.

Fee Structure & Consultancy Support, Sellers Advocacy

Full Process Engagement

- I share the agent's fee, there is no additional selling fee.
- Generally, the full fee is payable on Settlement or Release of Deposit

Consultancy on Demand

\$180 including GST per session

- If marketing is already underway and I'm brought in as a consultant, I charge my standard 'Sounding Board' fee.
- This service is flexible, allowing you to reach out whenever needed to explore options and strategies.
- Flexible Payment
- The initial fee is prepaid, with subsequent fees invoiced on a weekly basis.
- This structure offers you access to support without incurring major fees.

This comprehensive plan ensures a supportive and informed experience, tailored to your specific needs, whether you require full-service advocacy or as-needed consultancy.

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SOUNDING BOARD

Need a Sounding Board? Schedule a call

DO YOU NEED A REAL ESTATE SOUNDING BOARD, AN EXPERT TO ASK?

You are exploring real estate, you have questions and I have the answers. I listen and give you guidance as you need.

Buying or Selling can be confusing and you need advice. Using me as your Sounding Board is more affordable than taking the Advocacy path. Of course, you can transition to that path if you need.

1. Book your free 15 minutes where we investigate what you need.
2. Book your follow up call, where we dive deeper into your question (s). 45 minutes may be enough time for you to pick my very experienced real estate brain or you can book another call if you need.
3. You may book more than 1 session. They are generally prepaid, however may be invoiced weekly beyond the first prepaid call. I do limit them to 45 minutes because beyond that we are losing focus and neither of us wants that.

You want someone to listen, you've hit a snag and you need some guidance.

This is what the SOUNDING BOARD is all about.

You are able to book a time to chat with Carol, and if you need more time then it is as simple as booking another call or being invoiced.

The objective is to get your problem sorted and have you get on your way to your new home as quickly as possible.

<https://carolrobertson.com.au/schedule-a-call/>

A Sounding Board Call is \$180 including GST for 45 minutes.

If an ongoing consult is required then an alternative fee and structure may be negotiated.