

Office Meeting Agenda

Elite Club #54 February 2020

Use this document at an office meeting or before you teach a class.

1. **Title Talk:** If you are dealing with any potential listing or existing listing with probate, I have attorney referrals for you and a helpful flyer with great information to get that home sold!



Probate Sale Process

- Power of Sale: Will contains power of sales clause.
- No Power of Sale: No power of sale in Will or no Will.
- Notice of Sale: Sale of real property must be published (attorney to prepare).
- IAEA Powers: Personal representative has full IAEA powers.
- Limited IAEA Powers: Personal representative has limited IAEA powers if so, attorney must mail Notice of Proposed Action Re Intent to List Property
- Property Specifically Bequeathed: If so, contact attorney
- Appraisal: Check Appraisal report
- Exclusive Listing Agreement: Consider exclusive listing agreement.

Sign Listing Agreement

- Full IAEA Powers: Sign exclusive right-to-sell list agreement without giving notice. (Do not need order authorizing execution of exclusive right-to-sell listing agreement)
- Limited IAEA Powers: Contact attorney to obtain order authorizing execution of exclusive right-to-sell listing agreement.

Market Property & Accept Offer

- If Sold Using Full IAEA Power: Notice of proposed actions must be sent to heirs/beneficiaries before escrow can close.
- If Sold Using Limited IAEA Powers: Court confirmation required.

Close Escrow

- If IAEA Sales: Escrow will need executor's/administrator's deed, copy of Notice of Proposed Action and attorney opinion letter. Escrow may also require certified copies of proof mailing notice of Proposed Action Order for Probate and Letters.
- If Court Confirmation: Escrow will need executor's/administrator's deed and certified copy of order confirming sale.

2. **Tip on one of our tools:** Talk about your TOP farming tool or share parts of Farming with a durable plan. (email me for this if you don't have it from coaching)
3. **Reminders: Marketing Tip:** Valentine's Day is around the corner and I recommend doing a Social Media Contest giving away a romantic dinner for two, if they share a post of you saying something like THIKNING OF BUYING OR SELLING A HOME? Interview _____ at _____ he/she knows how to get the job done!
4. **Marketing Flavor of the month:** Check out www.Corefact.com for "Full-Service vs. Limited Service" and "Has the Value of your Home Gone up in the Last 6 Months?" postcards.

HOME SELLING TIP

FULL-SERVICE VS. LIMITED SERVICE

When demand for housing is high, homes appear to sell themselves. However, selling a home is a complex transaction that can become problematic even in the best of times. Unlike full-service firms, limited service brokerages do little more than put your home on the local Multiple Listing Service (MLS), leaving you to handle most of the day-to-day responsibilities. Like all discount businesses, they charge less but they hope to make it up in volume. You need an agent who has the experience and knowledge to sell a home in any market, and a brokerage firm that's here for the long haul. If the time's come to sell your home, call me to learn more about my full-service offering.

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[[HOMEOWNER]]

HAS THE VALUE OF YOUR
HOME
GONE UP IN THE LAST 6 MONTHS?

SIMPLY GO TO THE WEBSITE BELOW TO FIND OUT!

GO TO: RealEstateHomePrice.com
ENTER KEY CODE: 36-axk-rsh

Whatever your circumstances and upcoming plans, I would love to share my marketing plan and help you sell your home for the best price possible. Let me help turn your real estate needs into reality!

FOR A MORE ACCURATE, NO OBLIGATION HOME EVALUATION, GIVE ME A CALL TODAY AT 555.555.5555

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5. **Thank them for their business:** Quick thank you to everyone in the room. It's the month of LOVE! Just know that I have so much gratitude in my heart for this real estate community who gave me a platform to a build my career, and the foundation to sustain it comes from my clients like you. Thank you so much I have a HUGE heart for title orders and I LOVE doing business with you!



6. **Quote of the day:**