

# Now Or In The Future

**Our Real Estate Philosophies, Principals,  
Commitments, Values, Beliefs Are Very Simple.  
It's never about us. It's Only & Always About You.**

Completely Free, No Obligation  
Consultation Only When Best For You.  
Will Be Exceptionally Helpful For You.

Please Review Our

## **HOMEOWNER/PROPERTY ASSISTANCE PACKAGE**

Whenever it's the best time for you, we welcome the opportunity  
of providing all our professional services and expert advice.

### **Lee Jenkins Real Estate Specialists**

Direct: 954-540-8509 Lee@LeeJenkins.com

[www.LeeJenkinsRealEstateSpecialists.com](http://www.LeeJenkinsRealEstateSpecialists.com)

50+ Member Service Specialists

RE/MAX Select Group

Lee Jenkins Real Estate Specialists

## Table of Contents

3 - 4	Introduction and Client Help Philosophy
5	Homes For Hero's Program
6 - 7	31 Step, \$4,000+ Investment Home Marketing Program
8	Our Marketing Philosophy
9	Home Value Tips
10	Why Your Home Is Special Survey
11	Words of Wisdom When Your House is Being Shown
12 - 14	Factors Leading To A Contract, Offers, Appraisals
15 - 25	Testimonials and References to Call
26 - 30	Our History, Track Record, Team Information, Awards
31	Moving Checklist



Lee Jenkins Real Estate Specialists



**Lee Jenkins Real Estate Specialists**  
**DIRECT TARGET MARKETING SPECIALISTS**  
Direct / Text: 954-540-8509 Email: Lee@LeeJenkins.com

Dear Future, Soon or Now Seller

This is our highly detailed package so you can review our newest and constantly updated marketing strategies for your property should you decide to sell now or in the future. We always tell anyone "Only when the time is right for you, even years away, we will provide you with an in-depth marketing consultation to achieve positively the highest market value in the shortest time with the least amount of stress." After meeting with us and seeing our tested, proven strategies and systems that have helped over 2,000 clients, we are totally confident we will be the best option for you. Whenever you may be ready, short or long term, my marketing team and I will create and professionally design a marketing plan unique to your property that will highlight the most important features and benefits directed toward the most likely buyers for the property. We are one of the only a few real estate professionals in Florida to use carefully selected Nationwide List Brokers to target the most opportune buyers for your home. We also provide our Buyers In Waiting Program and Buyer Search Program as we may already have a buyer looking for a property like yours. This totally eliminates all the stress of the selling process.

For future reference, enclosed you will find all our clearly defined Proactive Marketing Strategies and Systems plus our 34 Point Marketing Plan as well as our track record, history and experience. At that time, we will bring copies of our newest and up to date marketing with us to show you how we will attract the most likely buyers to your home or property.

Our thoroughly prepared plans of action are a continuation of over 41 years of research techniques and marketing experience in the South Florida Real Estate Market. We are constantly changing and updating our marketing to use absolutely the newest proven approaches and strategies to get you the highest market value in the shortest time frame with the least amount of stress.

We are confident we will be the best choice for you. We make this statement because the clients we have helped over the last 40 years wanted an extremely confident real estate team working on their behalf. If you decide to let us help you now or in the future, then we will unquestionably be the professionals for you.

**It's never about us. It's Only and Always About You.**

**Just Give us 1% of your trust now and we will earn the other 99%.**

Successfully Yours,

Lee Jenkins

Professional Marketers of South Florida Real Estate

Direct Target Marketing Specialists

Nationwide Residential Investors Network Member

Lee Jenkins PLMC, CRS, REO, PA - Realtor Leader

Tim Callahan - Marketing/Client Leader/USAF1970

Marketing Team - Monster Marketing Real Estate Marketing Team Plus Separate 3 Member Tech Team Plus our 50+ Member Service Specialists

[www.LeeJenkinsRealEstateSpecialists.com](http://www.LeeJenkinsRealEstateSpecialists.com) – Take a Look

## **The Lee Jenkins Real Estate Specialists Considers This To Be One of Most Important Pages To Read In The Entire Package**

### **How We Keep Up to Date With The Always Changing Real Estate Market To Make Sure The People We Help End Up With Absolutely The Best Results For Their Individual Situation.**

Our immediate and long term goals are always to keep improving and changing all our strategies ahead of the ever changing real estate market for the benefit of every one of our clients – new prospective ones or current and past ones as well. Because of our pro-active philosophy, we keep you notified ahead of any market changes as adjustments can happen very quickly. Keeping ourselves highly educated on a monthly basis allows us to provide you with every option available, whether new or established, so you can take advantage of the market instead of the complexity of the market taking advantage of you.

### **How Do We Accomplish This For You?**

We belong to an exclusive group of the top real estate professionals and teams from across the country who meet every year in Orlando, Florida, 2 day sessions (11 hours each day) to find the newest and best cutting edge ways to help all our new prospective clients and current or past ones as well. In between these conferences, we also have hour long conference calls at least twice a month, other consults when needed, monthly newsletters with other new ideas and changes to existing ones and weekly emails to each other as needed to supplement our live training sessions. This is to keep our marketing for owners of any kind of properties up to date to ensure they receive the highest market values in the least amount of time. For our buyer clients, this enables us to meet with these other top agents to put in place the latest tested strategies to assist you in finding the best home to fit your needs and wants.

We have found it's not just about finding a 3, 4 or 5+ bedroom home or selling a home for a specific price. It's about the life changes that have prompted you to consider either buying or selling and how we can make that as stress free and smooth as possible. The best results always come from us understanding your needs and wants. By getting to know each other on a more personal but business level puts us on the same page so together we will create a detailed marketing plan specific to you. When this happens, you end up with the greatest benefit – moving into your new home or your current home sold so you can move to the next chapter in your life. Based on what you have experienced so far with just phone calls or other communications we have had, would you be open to getting together with us at your home, our home or a place of your choosing for a real person to person talk about your circumstances?

The best example we can give is when you go to the Doctor, several things happen in this order. You see the Doctor in person where they ask lots of questions about your concerns, symptoms, etc. They then do an examination and tests to find out the true problem. Then they go over all the reasons and options to enable you to make a decision as to treatment. Only then is a prescription or operation decided on. You have to determine if you trust your doctor to put yourself into his or her hands. Selling or buying any kind of property is essentially the same as it almost always involves the largest and most significant financial decision anyone ever makes in their lifetime. If you were to invest any amount of your hard earned money with an investment firm, we are positive you would want to meet this person to find out if you would have complete confidence in them to help you. We believe it is of the utmost importance that you trust the people you hire to accomplish your goals in real estate. In real estate as in medicine the following is true:

### ***Prescription Given Before Diagnosis Is Malpractice***

We are truly confident we will achieve the results you want, but the final choice is always yours.

Our only concern is understanding your situation so that you end up with the home that's best for you or that your home is sold quickly for the highest market price. It's what makes sense to you that is of the most importance. If you agree that our approach, strategies and marketing are the best option for you, then we wholeheartedly are fully committed and look forward to helping you.

Lee Jenkins Real Estate Specialists

# Homes for Hero's Program

If you are a Police Officer, Firefighter/EMT, Teacher, in the Military now or in the past, in the Medical Field, you are eligible to be included in our:

## Homes for Hero's Program

This program offers you up to a **\$1,000** credit upon buying or selling to use as a donation to your favorite charity, place of employment, school or to help you with the costs of moving. We also will give you a Home Warranty Plan when buying your first or next home.

This also applies to anyone employed with any police, fire, teachers, school or medical department or other organizations such as the Highway Patrol, FBI, hospitals, doctor's offices, day cares, etc.

Be sure to let us know if this could possibly apply to you or anyone you may refer to us.

We thank you for your service and contribution to the profession you have chosen.

Sincerely,

Lee Jenkins Real Estate Specialists

Direct/Text: 954-540-8509 / Lee@LeeJenkins.com

[www.LeeJenkinsRealEstateSpecialists.com](http://www.LeeJenkinsRealEstateSpecialists.com)

RE/MAX Select Group

15723 Pines Blvd., Pembroke Pines, FL 33027



## 31 Step, \$4,000+ Investment Home Marketing Program

### Our Real Estate

### Objectives for You:

1. To expose your home or property to the maximum number of interested and capable buyers;
2. To educate all interested prospects on the unique features and benefits your home offers;
3. To get the highest sales price, in the fastest time with the least amount of stress as possible;
4. To make the listing and sales process easy, convenient and problem free for you;
5. To educate and assist you in the most effective ways to present your home for the greatest buyer impressions.

### Marketing Plan Elements: What We Will Prepare, Perform And Accomplish For You.

6. Determine if your home qualifies for our 48 Hour Cash Offer Investor Program that will give you full market price or above by our Investor who **will pay cash and allow you time to move**.
7. By investing up to **\$2,000, we use Nationwide Mailing List Brokers to Target Market** the most opportune buyers for your kind of home including ages, income levels, children or not, present value of their current home plus other important factors. This **newly updated marketing strategy** is being used by a very small percentage of real estate agents in the entire country. We will explain in detail how this newest approach can get you top dollar for your home.
8. Use a **"Coming Soon"** sign rider on our full size For Sale Signs to attract buyers before your home is fully on the market. This can get your home sold without all the stress, time, keeping your home in show shape, appointments at times not convenient for you.
9. Contact will be made to our **"Buyers in Waiting Program"** to see if we already have a pre-approved or cash buyer looking for a property like yours.
10. Add your home to our **"Secret List of Unlisted Homes"** and then use a Multi-Media Campaign to market your home to hundreds of home buyers to see if we can find a qualified buyer before it is listed on the MLS. This includes using the newest Face Book Lead Generation process to target the most opportune buyers for your home. (\$500)
11. When we find a buyer through one of the first five strategies, **this saves you all the time and effort to keep your home ready** for showings and relieves the stress associated with moving.
12. We will do **Open Houses** if allowed before and after listing your property on the MLS. We will be **looking for many offers** because of the number of interested buyers. This is held on a Saturday and/or Sunday from 1 to 4PM.
13. **Use our professional real estate photographer** using drones, virtual tour, magazine quality, exceptionally produced pictures. Used in all our offline and online marketing. (\$400-\$500)
14. Submit your home on the MLS for exposure to over 35,000 active agents in South Florida. As a comparison to most agents who do not utilize all or very little of the marketing available, show you how we take advantage of all the ways information is allowed on the MLS - **up to 100 pictures, virtual tours, room sizes, descriptive text, community amenities, extra attachments with floor plans, lot surveys, additional facts about your home plus much more. We also ask that you consider writing a letter to any prospective buyers about why you have loved and liked your home and community. This tells them they' re not just buying a house but a home that has been a place loved by family and friends.**

## **31 Step, \$4,000+ Investment Home Marketing Program**

### **Marketing Plan Elements: What We Will Prepare, Perform And Accomplish For You.**

15. Because we provide the most information on our listings, this complete information **shows on Realtor.com, Zillow, Trulia, Homes.com and all other real estate web sites** that are automatically notified that your home is for sale. On Realtor.com, we invest the extra money they require to post more than just the information from the MLS. Most agents don't invest this extra money. (\$90)
16. Advertise your home in our **real estate newsletter emailed to our over 4,500 person database** (\$900). Present copies of your home listing to all agents of RE/MAX Select Group who are actively working in the South Florida market.
17. Provide you with **professional advice** on presenting your home to show exceptionally well and sell for the highest possible price. Create a **personal web site with totally complete information about your home** including unlimited pictures and descriptive marketing, virtual tour, area schools, aerial views, community amenities plus more. Go to <https://12601NW12Place.2Seelt.com> for example. (\$200)
18. Create a **custom publicity flyer** with color pictures and virtual tour link about your home for personal distribution to each all active real estate agent in South Florida. (\$50)
19. Send information about your home using an **8X10 full color post card to a minimum of 3,000 residents in your neighborhood promoting the features and benefits of your home. This lets them know so they can tell relatives, friends, business associates about your home.** (\$2,000+)
20. **Create a custom color 7+ page full color brochure with 80+ pictures**, complete 3 to 4 pages features and benefits of your home for buyers and their agents who visit your home. Is also used with OnLine Marketing (\$400)
21. Maximize showing exposure through professional signage, if allowed, including a Brochure Box with flyers about the best features of your home.(\$50)
22. Be available to be at your home for showings of your home.
23. Educate you and potential buyers on the numerous methods of financing for the purchase of your home.
24. Suggest constructive changes to your home to make it appealing to the most likely buyers.
25. Keep you informed, up to date 24/7 on listing and selling market conditions in your area so we can "Listen to the Market"and make timely adjustments if necessary.
26. Update you on all activity regarding your home; agent showings, sign inquiries, etc.
27. Track all home showings by agents and public using on line system. (\$50)
30. Follow up with all agents who have shown your home for feedback and to answer any questions to help motivate buyer interest.
28. Ensure that any offers are from pre-approved and proof of funds buyers that show they can afford your home and can close on time.
29. Professionally represent you in the contract negotiations with agents and their buyers to help generate the highest selling price for your home.
30. Coordinate escrow, financing, inspections, appraisals and all other closing activities on your behalf to ensure all details are taken care of in the timeframe associated with the closing date.
31. Personally make sure the wire transfer of your funds is completed.

Lee Jenkins Real Estate Specialists

# Our Marketing Philosophy

Our philosophy of real estate marketing is that to achieve the best results, the marketing company must not short-change the sellers by employing only the commonly used promotional materials and outdated ways almost all agents rely on.

The newest technique of Target Marketing which we use will help you realize the highest price in the shortest period of time and with the least inconvenience. We utilize methods and strategies that work best in today's market and not those used as short as only 6 months ago.

If we do not find qualified buyers prior to listing the home through our initial marketing such as our "Buyers in Waiting Program", "Coming Soon Marketing" and "Nationwide Investor Program", we will then mobilize the entire real estate community to leverage the laws of supply and demand.

The only way to do this is to encourage as many real estate companies in the local and outlying marketplace to become involved in the marketing of your property.

This means that if another realtor associate finds a buyer for your property, we will be sharing the real estate fee with them.

Except for our cutting edge pre-listing marketing, the most valuable tool used by any quality company and associate is the significant activity of advertising your property to other real estate people and the general public.

Potential buyers are counseled and guided to properties in their price range by real estate associates.

We, as the marketing associates for your property, must therefore sell your property twice - first to the real estate community and then sell your property to the buying public.

All of our marketing will be aggressive with a campaign that will include up to date advertising, public relations, direct mail, on and off line multi-media and thoroughly trained real estate help totally dedicated to working toward a common goal of effectively marketing your property.

Lee Jenkins Real Estate Specialists



# OUR TIPS TO **IMPROVE** **THE VALUE** OF YOUR HOME

## **FIRST IMPRESSIONS ARE LASTING**

The front door greets the buyer. Make sure it is fresh, clean and scrubbed looking. Keep the lawn trimmed and edged, and the yard free of refuse.

## **DECORATE FOR A QUICK SALE**

Faded walls and worn woodwork reduce appeal. Why try to tell the prospect how your home could look, when you can show them by redecorating? A quicker sale at a higher price will result. An investment in wallpaper or paint will pay great dividends.

## **LET THE SUN SHINE IN**

Open curtains or blinds. Show how cheerful your home is. Dark rooms do not appeal.

## **FIX THAT FAUCET!**

Dripping water discolors sinks and suggests faulty plumbing.

## **REPAIRS CAN MAKE A BIG DIFFERENCE**

Loose knobs, sticking and squeaking doors and windows, warped cabinet drawers and other minor flaws detract from home value. Have them fixed. Many buyers believe there will be ten problems they haven't noticed for everyone they do see.

## **FROM TOP TO BOTTOM**

Display the full value of the attic and utility space. Remove all unnecessary articles.



## **SAFETY FIRST**

Keep stairways clear. Avoid cluttered appearances and possible injury.

## **MAKE CLOSETS LOOK BIGGER**

Neat, well-ordered closets show that space is ample.

## **BATHROOMS HELP SELL HOMES**

Check and repair caulking in bathtubs and showers. Make this room sparkle!

## **ARRANGE ROOMS NEATLY**

Remove excess furniture. Use attractive bedspreads and freshly laundered curtains.

## **HARMONIZE THE ELEMENTS**

FM Radio or stereo on softly, TV off. ALL lights on, day or night. Drapes open in the daytime, closed at night. If it's hot - cool it; if it's cold - heat it.

## **YOU CAN SELL PRIDE OF OWNERSHIP FASTER AND FOR MORE MONEY**

It's called cleanliness, and cleanliness has more buyers than used dirt. Put sparkle in your bathrooms and kitchen and you'll take lots more silver out.



Call us if needed for any reason.  
Lee Jenkins Real Estate Specialists  
954-540-8509  
[Lee@LeeJenkins.com](mailto:Lee@LeeJenkins.com)

## There's No Place Like Home. Tell Us Why Your Home Is Special.

We're sure you have enjoyed living in your house and have been pleased with the benefits of its many features that have made it a great place to call home. We want to make sure our marketing of your home will include all these special benefits and features to attract buyers who would enjoy the home for the same reasons you have while living here. Please fill in the items below so we can target our marketing efforts to those prospects most likely to buy your home.

Why did you buy this house? Story?

---

---

Benefits of the home features that you have really enjoyed.

---

---

What do you believe makes this home different than others in this price range?

---

---

What do you love about this house that you'll miss?

---

---

What unique activities or fun celebrations with family & friends have you done in the home?

---

---

What do people say when they come to your home to visit you?

---

---

The type of person or family you think will love our home the most is:

---

---

How would you describe your home to a buyer:

---

---

What is it about this house that makes it better than others - that other homes can't match?

---

---

---

# OUR WORDS OF WISDOM

## WHEN ANY AGENT - SHOWS YOUR HOME

### THREE'S A CROWD

Avoid having too many people present during showings. The potential buyer will feel like an intruder and will hurry through the house

### MUSIC IS MELLOW

But not when showing a house. Turn off the blaring radio or television. Let the agent and buyer talk, free of disturbance. Background "soft playing" music is ok..

### PETS UNDERFOOT?

Keep pets out of the way- preferably out of the house. Some people are very uncomfortable around animals - regardless of size or type.

### SILENCE IS GOLDEN

Be courteous but don't force conversation with the potential buyers. They want to inspect your house, not pay a social call.

### BE IT EVER SO HUMBLE

Never apologize for the appearance of your home. After all, it is lived in. Let the trained salesperson answer any objections. This is their job.

## NEVER STAY IN YOUR HOUSE WITH HOUSE HUNTERS

Let the us handle it and remove yourself if you can. Their agent knows what they're looking for and how to work with them. Let them work without interference. You may feel an agent isn't showing the important features of your home, but the agent knows people aren't sold by details until they've become emotionally involved with the big picture of your home. The presence of any of your family can't help, always unnerves buyers and often prevents a sale. Don't put this obstacle in your path. If at all possible, please leave when your home is being shown (go outside, etc.).

## WHY PUT THE CART BEFORE THE HORSE

Trying to dispose of furniture and furnishings to potential buyers before they have purchased the house often loses a sale.

## IMPORTANT!!

**If you are in your home when it is being shown:**  
**Instructions for Dealing with a Potential Buyer and their Agent**

1. NEVER, EVER discuss what price you will be willing to take with either the buyer or their agent. The agent is completely out of line with the strict National Association of Realtors Code of Ethics if they ask you anything about what you will consider. If an agent does bring it up in any way, just tell them they must call us and you will not discuss it with them at all. You NEVER want to discuss the price with the buyer or their agent since they may use this as a negotiating chip against you.
2. The agent representing the buyer MUST be with their clients whenever they want to see your home, even if for a second or third time. The agent should not just send their buyers over without them. If they ask if this is OK, say NO, that you do not want the buyers in your home without their agent present. If they have a problem with this, have them call us and we will explain it to them. If a buyer shows up without their agent, tell them to call their agent to arrange an appointment.
3. If anyone knocks on your door wanting to see your home because they saw the sign or knew the home was for sale, DO NOT LET THEM IN!!!! You don't know who they are. Tell them to call us and we will "check" them out by asking all the questions we normally ask every buyer before we consider taking them on as clients. This protects you from the obvious hazard of someone not being legitimate and also saves you the time and the effort of getting your home ready to show. Only qualified people should be looking at your home, not people just wanting to look. If they say they have an agent, tell them to please call that agent to arrange an appointment.
4. As a reminder: As stated in our Words of Wisdom in your Sellers Package, it's best to leave the buyers and their agents alone when showing your home. It's best not to hear what they have to say, positive or negative. Buyers like to be able to look at a home without feeling pressured. We will call and e-mail the agent for feedback.

Let Lee discuss price, terms, possession, and other factors with the prospect or their agent. She is eminently qualified to bring negotiations to a favorable conclusion.

Should you have questions feel free to call us: (954) 540-8509

*Word to the Wise*



## Factors Leading to a Contract

*Securing the BEST Market price in the shortest time.*

### FACTORS WE CANNOT INFLUENCE

- **Location**

Can be the largest factor affecting value depending on where your property is in relation to others of the same type and price range.

- **Timing**

General economic conditions, interest rates, competition, cyclical (up and down markets) and seasonal factors.

### FACTORS WE CAN INFLUENCE

- **Price**

The single largest factor affecting timely offers. Carefully calculated to reflect the current market trends.

- **Condition**

If you are open to it: Identifying what to repair, what to replace and what to disclose and suggestions to making your home look it's best.

- **Terms**

Broadening the base of potential buyers through flexibility.

- **Marketing**

Providing your property with maximum exposure to buyers and other agents.

- **Accessibility**

Making it easier for more agents and more qualified buyers to view your property.



Do not forget

It's of the utmost importance to remember that once your property is for sale, it is no longer just your home. It's a product that has to compete with all the other similar properties on the market. Your property is affected by supply and demand just the same as every other type of commodity. It's best to try and view your property through the eyes of the buyers. As a buyer, you would want the most property for your money and you would base your decision on what is best for you. We will show you how to influence buyers so that you end up getting full market value for your house by taking advantage of the factors that you have control over.

## When an offer comes ... what will happen?

After the listing appointment, communications will be by telephone, email, text and regular mail. When an in person meeting is needed by you or by us, we will arrange an appointment. We will immediately notify you by telephone when an offer is presented to us.

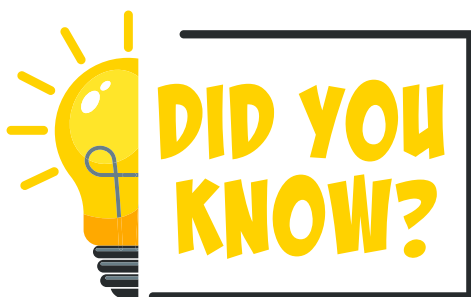
1

2

We will present a summary of the contract terms formatted in four parts: the basic price and financing, the contract conditions and deadlines, included and excluded items and estimated cash proceeds at closing.

3

Unless this is a short sale, all decisions about all aspects of the contract are yours to make. If we have advice or recommendations for you to consider (and we usually do), we will mention them to you.



Generally, the first offer that comes to us is the best one; it will probably need to be amended in one way or another, but it should not be lightly dismissed as the first of a number of anticipated offers. Especially if it comes within the first 30 days, the first offer probably comes from a buyer "looking over their shoulder", concerned about other buyers submitting offers that compete with theirs. As a result, they are making a strong offer. The additional carrying costs and inconvenience of maintaining your property in top showing condition also dictates seriously considering the first offer instead of waiting for others. The longer a property is on the market decreases the market value in the minds of agents and buyers alike.



## It's Not Really SOLD Until CERTIFIED By An APPRAISER

***We Have to SELL Your Home Three Times:  
to Buyers, to their Agents & to the Appraiser***

1. An Agent Has **NO CONTROL** Over Market Conditions, Only Their Marketing Plan.
2. **NEVER** Select An Agent Based On Price.
3. Pricing In Rising Markets - We are in a rising market for the time being:

### **\*\*OVERPRICING ANYTIME DOESN'T SELL HOMES\*\***

Appraisers are Very Conservative with Their Appraisals in the Current Market  
**MARKET TREND** - as Important as Pricing.

4. FOUR KINDS OF NUMBERS USED TO REPRESENT YOUR PROPERTY:

- A. **COST**- What Was Paid Plus Capital Improvements.
- B. **PRICE** - What the Seller Wants.
- C. **VALUE** - What the Buyer Is Willing To Pay.
- D. **MARKET VALUE** - What A Willing Buyer and Seller Will Agree Upon.

5. REGRESSION AND PROGRESSION:

- A. **REGRESSION**- The Fact of an Expensive House Being Decreased In Value Because of the Lessor Desirable Homes Around it.
- B. **PROGRESSION**- The Phenomenon of a Home Selling For More Than its Worth Because of Having More Expensive Property or a More Desirable Area Around it.

6. SUBSTITUTION:

- A. The **VALUE** of an Amenity is Based Upon **WHAT IT WILL PRODUCE** not **WHAT IT WILL COST**.

7. REASONS FOR OVERPRICING:

- |   |  |
|---|--|
| A. <b>OVER-IMPROVEMENT</b> - A Seller <b>CANNOT</b> Select, Add To Their Lifestyle, Enjoy it and Expect the Buyer to Pay the Original Cost. | D. <b>ORIGINAL</b> Purchase Price High   |
| B. <b>NEED</b> - The Need For Money <b>DOES NOT INCREASE VALUE</b> .  | E. <b>LACK</b> of Factual Comparisons    |
| C. <b>BUYING</b> in the Higher Prices Area  | F. <b>BARGAINING</b> Room or Lack of It. |
|   | G. <b>MOVE</b> Isn't Necessary           |
|   | H. <b>CORPORATE</b> Buyout               |

8. THE LARGEST IMPRESSION AND MOST IMPACT A PROPERTY MAKES ON THE MARKET, UPON BUYERS AND AGENTS IS IN THE FIRST FEW WEEKS OF THE LISTING. THEREFORE, IT SHOULD SHOW THE BEST AND BE PRICED THE BEST DURING THOSE WEEKS.

9. Make Sure Your Consultant Understands the Philosophy of **BUYING UP IN A DOWN MARKET**

10. BENEFITS TO PROPER PRICING:

- A. **FASTER SALE** Which Will **SAVE** Carrying **COSTS** and Surely Has Value
- B. **LESS** Inconvenience
- C. Exposure to **MORE PROSPECTS**
- D. **INCREASED** Salesperson Response
- E. **BETTER RESPONSE** For Advertising the Sale Calls
- F. **ATTRACTS** Higher Offers G. Means **MORE MONEY** To Sellers

These Pricing Strategies Were Prepared Because They May Be a ROADBLOCK Between You and Your Goals. Our Job is To IDENTIFY These POTENTIAL PITFALLS and to ELIMINATE Them.

Dear Lee and Tim, There have been amazing duos in history – Louis and Clark, Batman and Robin, Jagger and Richards. The two of

you are among those duos in your field. In the past, we have met with many other realtors. There were no others that stood out to us. The others show us houses which were nice but not necessarily the one that we were looking for. We felt that many of them cared more about a sale rather than finding the right home for our family. Then, one day Amy came across one of your listings and contacted you. That afternoon, you had showed her the house. It did not turn out to be a house that was right for us, but you had told us that you will find us the right house. The next Saturday we all met at probably looked at 10 different properties. There was something that you did with us on the second property that stood out. You asked us to sit down in the living room and see if we could imagine our family living in that house. We really liked the house, but we did not want to make a decision before we saw some other options. Again, you had assured us that if this was not the right house for us, you would find us the right home and told us that we can see as many as necessary. Amy

and I were sure of 2 things at the end of that day. The first was that we knew that we only wanted to work with the two of you on the purchase of a new house. The second thing was that we were going to sell our existing family home on our own. You guys said that is no problem and offered us some advice on marketing and selling our home on our own. Needless to say, we were wrong and got nowhere with selling the house on our own. After a few weeks we figured that we do not know what we are doing and decided to let the professionals take over and listed our home with you. Our listing hit the MLS on Friday morning and by Saturday, our home was under contract for full ask. 24 HOURS. Wow! I did not think that was possible. When you are buying and selling a home, there are so many steps such as appraisals, inspections, 4 Point, loans, closings and you walked us through the entire process to make things seamless. Your expertise and professionalism are unmatched.

When we sat down on the couch at the second home, you told us that you thought this house would be a great fit for our family because of the schools, neighborhood, and investment potential of this property and you were right. Not only were you able to find us our dream home, but you negotiated an amazing deal. At closing, we already had equity in the new house. You knew this was the perfect house for us before we realized it.

Relationships are very important to us. We started as clients but ended up as friends. We WILL recommend you to any of our friends and family that are considering buying or selling a home.

We thank you from the bottom of our heart!

Regards,

Marcus and Amy Madison

Dear Lee and Tim,

March 17, 2019

Pedro and I are so very pleased with the prompt sale of our home and how smoothly the process went with your support. We still can't believe that you sold our house at full asking price within 4 days of listing.

We were lucky enough to meet you both when you helped our daughter and son-in-law to find the home of their dreams several years ago. When Pedro and I decided to move, we knew immediately that you would be the first and only call we would make to handle the sale of our home.

You both made us feel comfortable, confident, and well represented every step of the way. We appreciated your guidance with staging, with hearing the small changes you recommended that would make our home more attractive to potential buyers, and with the strategies you employed along the way to encourage traffic. Your knowledge of the community and your professional expertise all helped us to have a high profile for potential buyers.

When we approached you about moving up our list date, you understood our needs and made it happen without hesitation. The professional photos and the marketing materials made our house really shine. We were impressed that Tim was present at each and every walk-through and gave us feedback immediately. You protected our interests each step of the way. Lee had prepared us for the closing process completely but her presence at the table and her follow-up afterward assured us that there would be no surprises.

No, we really couldn't have hoped for a better experience and want to thank you both from the bottom of our hearts. We're happy to know that a new young family has found their new forever home, too.

As you know, my mom and dad are currently selling their home across the country and they had the opportunity to meet you during their recent visit to South Florida. They tell me that "they only wish they had a Lee and Tim" to help them through the process there!

Sincerely,

Cathy and Pedro Parra

15829 Sedgewyck Circle S. - Waverly Hundred in Ivanhoe

Davie, Florida 33331

Since 1961 we have been buying and selling homes in the south Florida area but we were totally unprepared for the attention and help we received from Lee Jenkins Real Estate Team in selling our home in Davie. We had been in contact with them for about 5 years before we listed our home and were able to get advice and help from them without ever feeling pressured. They had become our friends as well as our Realtors.

When we decided the time was right for us to sell our home, we contacted Lee, and her team swiftly moved to handle every aspect. Everything was taken care of with professionalism and an unparalleled attention to detail, and within about a month our home was sold. Of course, from listing to closing there were many problems and obstacles but they were there to help us meet each one, and they even helped us find a rental home in the area.

Sometime within the next year, we intend to look for our next home and there is no one we would rather have help us find it than Lee Jenkins and her team.

Thankfully,



Bill DeKlaven Jr



Pat DeKlaven

6900 SW 148 Lane Ivanhoe  
Davie, Florida 33331

Dear Lee and Tim,

Realtors change people's lives on a regular basis. After all, buying or selling a home is a major event in a person's life. The selling of our home certainly qualifies as a life-changing event. In less than a month, you sold our house, found us a new place to live, and helped me make the decision to retire. Wow, that is a lot of changes.

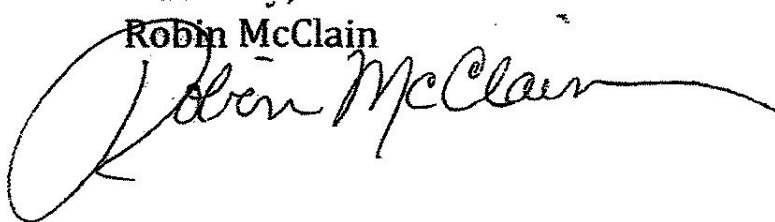
On the first Monday in December we received a call asking if we were willing to show our house to a perspective buyer. The house was shown on Tuesday, an offer was made on Wednesday, and papers were signed on Thursday. That started a whirlwind of activity with a ticking time clock. The new owners wanted to be in by December 31st. With Leonard and I scheduled to be out of town for a week, it was Lee and Tim to the rescue. Over that next week while we were gone, they worked tirelessly to expedite the inspection and appraisal, got bids on necessary repairs, and found us a place to live. They went above and beyond a realtor's responsibilities.

The closing went off without a hitch and we are now settled into the next phase of our life. Along the way, we made two new friends, Lee and Tim.

Thank you so much for the extraordinary effort you put into making this process go so smoothly with an outcome appreciated by all parties.

Sincerely,

Robin McClain

A handwritten signature in black ink that reads "Robin McClain". The signature is fluid and cursive, with a long horizontal stroke at the end.



To Whom It May Concern,

We interviewed several realtors and made the right decision with Lee Jenkins. Lee and her husband, Tim, are a dynamic duo who has the knowledge and experience to sell your property in record time. Joe and I first met Lee and Tim last year for a free appraisal and we turned to them a year later when we made our decision to sell.

Lee held an open house on July 19 and July 20 at our home. My neighbors reported more cars at our house that weekend than we normally see all week. Lee's unique Open House attracted qualified buyers which resulted in a favorable contract within two days. The contracts were signed before our home made it to Multiple Listing. My husband and I look forward to finalize our sale by the end of August. Lee and Tim far exceeded our expectations.

We felt like Lee was family and that is because you deal with her family. Lee and Tim take away all the stress of selling your home and handle all the details professionally. You will not find a better couple to handle the listing and selling of your property.

You have to go a long way to find a better team than the Lee Jenkins Real Estate Team.

Sincerely,

Joe and Barbara DiLeo  
15820 Sedgewyck Circle So.  
Davie, FL 33331

Dear Lee,

I've written this recommendation of your work to share with people who should let you help them.

"I recently had to relocate for my company and Lee Jenkins and her team played a critical part of my family being able to quickly transition to the Florida area. Lee provided her expertise in all areas of the Real Estate process which enabled me to close on our new house in three weeks. Additionally, the home we bought was not on the open market yet because they were clients of Lee's who were just getting ready to sell. We were in Lee's "Buyers In Waiting Program" and this allowed us to not have any competition.

This alone is a judgement to the level of expertise and dedication that she and her team consistently displayed and provided. I've bought homes before but our experience this time was far and above anyone or anything else. I would highly recommend Lee and her team for any Real Estate matters, Their Top Qualities: Great Results, Expert and High Integrity.

Thank You Lee and Tim"

Victor Gonzalez  
3415 McKinley Street,  
Hollywood, FL 33021

To whom it may concern,

I am writing on behalf of Lee Jenkins, from Lee Jenkins Real Estate Team. Lee and her team recently assisted me in finding and purchasing a new home in the Broward county area. During that time, I have gotten to know Lee quite well and can thoroughly vouch for her character and abilities.

Lee is a pleasure to work with. Her dedication and strong attitude got us resounding results. She's very patient, understanding and on top of her game. Buying a home is stressful enough, but looking for one is an even harder challenge to take on. I can't say enough how much fun she made the whole process. She was very protective of us never allowing us to get involved or too in love with a home unless it was absolutely perfect in every way possible. For an individual like myself, who has never purchased a home and knew nothing of what to look out for, having such a "safety net" like Lee was a god send.

Lee and her team always took the initiative to make sure we were visiting each home that fit our criteria as soon as it popped up on the market. Through research and call outs, we were always the first or second persons to see a home. That level of dedication is hard to come by, but Lee and her team did it without hesitation. Whether over the weekends or at nights after work, they made sure to get us into a home as soon as it was possible to do so.

With her relentless motivation and knowledge of the market, my wife and I are now in our new home. I can't say enough how thankful I am to Lee and her team for helping us accomplish this goal, this next step in our lives.

Sincerely,  
Victor and Andrea Gonzalez

# What A Standing Ovation Looks Like On Paper

"The marketing Lee's team provided made the difference. Lee also found the perfect new home for us in the same area."

Sold and closed for full market price in 30 days.

*To Whom It May Concern,*

*I had enjoyed living in my home for the past several years, but circumstances required me to make a move to a larger home. I have the opportunity to meet hundreds of sales people in many different fields because of my sales back ground. Almost all of these people have a mentality that seems more interested in serving themselves rather than Serving their clients. My home was listed with a regular real estate agent, who only cared about themselves, for 6 months and was not marketed or shown very often. When my listing was over and didn't sell, I was contacted by Lee Jenkins and her team who guaranteed to sell our home and offered some penalties to herself if she didn't produce results. I figured it was too good to be true and what could she do that the other Realtor couldn't?*

*Lee and her team turned out to be more than I ever could have hoped for. Other agents told me to list my home at a lower price, just to try and get a fast sale. Lee believed we could get at least \$5,000 more than the others suggested. I was fortunate I let Lee and her team list my home because I did get the higher price. But I did not hire them just because of the price. Lee and her team have a different attitude than any other sales people I know. They are "Super Servants" not sales people - more interested in their client's needs than in merely making a sale. I was impressed by integrity honesty and commitment to their client's needs and desires.*

*My needs were always more important to Lee and her team than just a quick sale. They consulted with me before putting my home on the market so I could prepare the house to show its best. Then they began an aggressive marketing campaign which included not only usual advertising, but also a special (Not your average) open house 2 day weekend event that brought in many buyers, extra touches like special Internet Web advertising with a web site created for my home only, a weekly update with in-depth information about our area. They provided many other services and strategies as well.*

*Lee made us feel like we were her only clients and seemed to be an old family friend. What a difference in attitude with Lee! Whenever we called her or her team with questions they either always answered or called back immediately and were never frustrated with us. This is not a solicited commentary and I do not make testimonial letters a habit or routine, I just wish we would have listed our home with the Lee Jenkins Team which would have removed 6 months of stress.*

*Whenever I had showings Lee and her team diligently followed up with each showing to give me feedback from agents and potential buyers. She also used her "Buyers in Waiting Program" to try*

*and find a buyer for my home. Her team contacted me in person at least once a week to keep us informed and to ask if I needed any advice or help.*

*After I listed my home we had several offers. Lee skillfully helped us to negotiate the best contract for me and I had a signed contract within 1 month. This was more than a pleasant surprise because my home was on the market for much longer previously. The marketing Lee's team provided made the difference Lee also found the perfect new home for us in the same area. We asked her to find our new home which she did by using marketing strategies not used by other agents, especially letting us know about new to the market homes within 1 hour!!*

*Lee and her team did a fantastic job. If you are considering selling or buying a home or know of someone who would like experienced and expert help to sell or buy real estate have them call Lee Jenkins and her team at (954) 252-0197. If you are looking for an ordinary salesperson, there are plenty around. If you are looking for Consultants and advisors with the mindset Super - Servants, of which there are very few give Lee and her team a call.*

*Les and Claire Aguilera*

### **"Handled the process from A through Z" Sold In 3 Days for 100% of Asking Price**

*"Lee did an accurate analysis of the area and suggested a sale price that was on target It took only 3-4 days to get a contract. What can I say. Wow! Lee was well informed and showed me her step by step procedures and handled the process from A through Z. Unbelievable Service and Action! I wish you could sell my house in Jacksonville." - Sonny Marshall*

### **"You were able to sell our home in less than a week!!" Sold in 5 Days for 100% of Asking Price**

*"We just wanted to thank you for the wonderful job you and your team did for us on the sale of our home and the purchase of our new home. We found it hard to believe that you were able to sell our home in less than a week for full asking price!! We very much appreciated that any time we had a question, you or your team always responded immediately. Your bringing dinner for us at our new home on the day of our closing was above and beyond. As a local attorney, I deal with many realtors and I can truly say that you and your team are the cream of the crop. It was truly a pleasure working with you and I have already recommended you to my family members, friends and associates. Thank you again for a job well done!!"*

*Mike and Debbie Chadrow*



"When we were ready, there was only one person to call"

Listed and sold for full price in 4 days.

*"YOU LISTED OUR HOME AND SOLD IT FOR FULL PRICE IN 4 DAYS!! We were ecstatic!! Then you found us a great home at a great price and your team coordinated everything on both sides with exceptional hands on service. You actually advised us to wait for a year until we could afford what we wanted. We were truly impressed you were more concerned about our best interests than just making a sale at that time. You did not forget about us and kept us informed on a regular basis with detailed market information about homes in our price range. This kept us on track to realize our goal. When we were ready, there was only one person to call and you and your team made everything so easy. You and your team gave us complete peace of mind during the entire process. Without your extraordinary service and advice, we would not have been able to get through what can be a very emotional experience. Thank you, Lee. You are what real estate should be all about - professionalism, experience, honesty, caring and super service.*

Richard and Mindy Schreidell

## References

---

- Amedeo and Milly Frandi - 954-913-6592 - Sold and Buying New Home
- Albert and Amie Fernandez - {954} 562-0540 – Sold and Bought
- Nicole Vandenheuvel - (954) 326-8926 – Sold
- Daniel and Jennifer Domenech - {954} 559-9519 - Sold and Bought
- Dale Butler and Anabel Para - {954} 907-0193 - Sold
- Silvano Girardi - (786) 863-3568 - Bought
- Jeff and Lesli Moquin -954-401-5700 - Bought 2 and Sold 2.
- Mike and Jessica James - (703) 850-2514 - Bought
- George and Kathy Summers - (954) 437-6714 - Bought and
- Sold Gil and Grace Martin - (305) 342-8111- Bought
- Gus and Priscilla Ross -( 407) 913-4584 -Bought
- Les and Claire Aguilera - (954) 252-5135 - Sold and Bought
- Houston Spear - (954) 895-8409 - Bought
- Mark and Jennifer Castilla - (954) 391-2865 - Bought
- Marcus and Amy Madison - {954} 326-9333 - Sold and Bought
- Victor and Andrea Gonzalez - (786) 423-8889 - Bought
- Greg and Cari Roberts - (954) 434-5287 - Sold and Bought

*If you would like more references, please let us know.*

**Sold & Bought** means we sold a home they owned and found them a new home.

**Bought & Sold** means we found a home for them to buy and then sold that home at a later date.

**Bought** means we found a home for them to buy.



Lee Jenkins Real Estate Specialists



**Past Performance Is No Guarantee of Future Success...  
But What Else Can You Go By?**

The following pages outline our accomplishments.

We believe it is of the utmost importance to furnish you with the facts and statistics about us so you trust us in the handling one of your most important financial decisions.

We are providing you with this information not to “pat ourselves on the back” but, because of our years of success and professionalism, we have been able to handle situations and problems that cover every real estate situation. If something new comes up that we have not encountered before, we have the experience to find the solution and resolve it so that the purchase of your home will close.

We truly look forward to helping you with your move.

**The Lee Jenkins Real Estate Specialists**

**Total Number of Properties  
We Helped Our Clients with:  
3,000+**

**Total Value of Properties  
We Helped Our Clients with:  
\$200,000,000.00+**

Lee Jenkins Real Estate Specialists

## Our Real Estate Specialists

### ***Leader / Realtor - Lee Jenkins***

#### ***Premier Luxury Marketing Consultant, Certified Residential Specialist, Foreclosure Specialist***

Lee has over 40 years of South Florida Real Estate experience and has successfully consulted with and helped thousands of satisfied clients. We have over 60 years of total experience providing complete professional services and advice to sellers and buyers. Why hire just a regular salesperson on a one time basis when you have specialists that provides trust based services that you will be glad to refer others to?

### ***Marketing Specialist / Client Coordinator - Tim Callahan***

Tim has been in marketing since 1974 and a member since 1991. He is our Marketing/Client Manager and handles all our marketing, advertising. All internet sites, over 65,000 mailings per year and the individual marketing of all listings. He implements and coordinates all our systems, operations and new strategies for the benefit of all our clients. Also, US Air Force 1966 to 1970.

### ***Technical Assistance Team***

3 person team handles a major portion of our marketing for new clients, follow up with past and current clients, website maintenance, tech needs, Facebook postings and many other daily tasks.

### ***Full Time Marketing Team***

Greg Luther Real Estate Marketing. 10 Full Time Team Members specializing in the newest, most effective ways and strategies to insure the absolutely best results, selling or buying. Facebook postings plus much more.

### ***Service Specialists Members***

See our Service Specialists list with over 50 professionals in all types of fields, related to the sale and purchase of any kind of real estate. This includes professionally experienced title companies, expert mortgage brokers, licensed insurance agents and home inspection company along with businesses like air conditioning, electricians, roofers, pool services, handy men, plumbing, sprinkler systems, windows, hurricane shutters, painters, yard/tree maintenance, garage door repair, appliance repair, house cleaning, plus more.

In today's challenging real estate market, you need a experienced, professionals working for you to ensure the level of service required for a successful move. The benefit to you is that each member invests their time doing what they do best.

**As a seller**, you receive the value of all of our specialists for the same commission you would pay an agent who works alone and who cannot possibly do everything it takes to get a property sold.

**As a buyer** you receive all the benefits of our specialists, even though it costs you no commissions. You will have the advantage of all our experience and help with your property search and purchase as well as knowing all the hundreds of necessary details both large and small will be taken care of from contract to close.

## How to Contact Us

***Texting is Welcomed But Actual Voices Are The Nicest  
We Answer the Phone Nights and Weekends***

### Lee Jenkins

Realtor, Premier Luxury Marketing Consultant,  
CRS, REO, P.A. I Team Leader

**Main Line Cell: 954-540-8490**

Other Line - 954-252-0197

### Tim Callahan

Marketing Specialist / Client Manager, Husband

**Main Line Cell: 954-540-8509**

*Tim is almost always available at either of these numbers. If you get his voicemail it's because he would be with or helping clients, driving or with family.*

Other line 954-252-0197 is forwarded to his cell phone. He works in our fully equipped home office.

**E-mail us anytime at:**

**Lee: [Lee@LeeJenkins.com](mailto:Lee@LeeJenkins.com)**

**Tim: [Tim@LeeJenkins.com](mailto:Tim@LeeJenkins.com)**

### Evenings and Weekends

If we don't answer, any of the numbers above will go to our voice mails and we will respond right away if possible and no later than the next day.

There will be rare occasions when you will not be able to reach us immediately or at night due to real estate appointments or classes, seminars, "you know how life gets sometimes" events, etc. or if we are on vacation or sick. You will be called back as soon as possible when that happens.

We all work on Saturdays and Sundays, but we also take time off to be with family, friends and to rejuvenate for the coming work week. We list homes for sale, meet with new clients, show homes to buyers, work on marketing, etc. 7 days a week and we will invest the time necessary to meet your needs. We work very hard to make sure all our clients receive the professional advice and service they deserve.

## Lee Jenkins Real Estate Resume

Full Time Realtor. Licensed since 1979.

Certified Premier Luxury Marketing Consultants, Certified Residential Specialist & Foreclosure Specialist

1991 to present – The Lee Jenkins Real Estate Specialists – Lee Jenkins, PA – Team Leader

Over 3,000 clients helped – see separate page for awards and track record.

Accredited Staging Professional

### Full time expertise in South Florida Real Estate helping:

- All Price Ranges of Residential Sellers and Buyers
- Help Investors Find Best Properties To Fit Their Needs
- Certified Premier Luxury Marketing Consultants
- South Florida Horse Properties
- Vacant Land
- Foreclosures and Short Sales
- Referrals to Top Agents in Other States
- Rental Properties

We have been through all the cycles possible regarding real estate: the 15% to 20% mortgages of the 1980's; the stable 5 to 10% growth in the 1990's; the 180% rise in market values from 2001 to 2007; the dramatic downturn in prices until 2011 and the rising market to 2018. Then the totally unexpected highest prices in history during Covid. And now the completely changed market to very low inventory with prices lower, higher interest rates than the low 3%+ or – during Covid. **If the Fed reduces the Fed Rate 3 times as told in 2024**, that will bring more buyers into the market and therefore rising home values. No Rate deduction yet. Whenever any bottom of market occurs, it will level off and start the normal cycle of 5 to 8 years of low and high prices. We are experts with all sellers and buyers as well as foreclosures and short sales.

Lee Jenkins Realtor, PLMC, CRS, REO, PA

RE/MAX Select Group

15723 Pines Blvd.

Pembroke Pines, FL 33027

Direct: (954) 540-8509

Text: 954-540-8509

Email: Lee@LeeJenkins.com

Websites: [www.LeeJenkinsRealEstateSpecilaists.com](http://www.LeeJenkinsRealEstateSpecilaists.com) [www.JenkinsLuxuryMarketing.com](http://www.JenkinsLuxuryMarketing.com):

[www.BrowardCurrentHomeValue.com](http://www.BrowardCurrentHomeValue.com) plus many other county, city and community specific websites.



## OUR MUTUAL and INDIVIDUAL ACHIEVEMENTS

We provide this information, not to pat ourselves on the back, but for you to know that our only concern is selling your home for the highest market price or finding the best home for you at a fair or below market price. We have received these awards only because we have been successful in helping clients achieve THEIR wants and needs. We believe it's important for you to know that you are trusting people that have the necessary experience and skill to solve any challenges that may happen.

We commit to providing you with all the help needed for the entire process.

### Full Time / Full Service Realtor

#### Experience & Just Some of the Awards for Helping Clients

\*Top 50 Teams Nationwide and Top Ten Sales Team - South Florida Region

\*Lee is a Certified Premier Luxury Marketing Consultant –  
Less than 1% of all agents nationwide have achieved this certification.

\*Featured on NBC 6 News - Full Service Realtors vs discount agents.

\*Lee is a Certified Real Estate Owned Specialists - REO:  
Expert at Handling Bank/Mortgage/Asset Management Companies Foreclosures

\*Tim has over 45 Years in marketing & customer service

\*Lee is a Certified Residential Specialist (CRS)  
Only 4% of all Realtors Worldwide have earned this designation

\*Member of the Master Brokers Forum of Broward County: A select, by invitation only membership of 200 top real estate professionals

\*Regions Bank 1st Time Home Buyer Seminar: How to Successfully Buy Real Estate

\*Sun Trust Bank Real Estate/Mortgage Brokers Forum: Helping 200 Mortgage Brokers

## Plan it Out

---

### Send Change Address to

- Post Office
- Charge Accounts
- Subscriptions
- Relatives
- Friends
- Make Arrangements w the moving company

### Disconnect Utilities, Get Refund For Any Deposits made and Advise Where Final Bills are to be Sent.

- Water
- Electric
- Gas
- Telephone
- Fuel
- Trash Removal

### Cancel Deliveries

- Newspapers and Magazines
- Other

### Transfer Bank Accounts

- Checking
- Savings
- Safe Deposit Box
- Get Recommendation for New Bank

### Transfer Memberships

- Church
- Clubs
- Civic Organizations

### Notify Insurance Companies

- Health
- Life
- Auto
- Home Owners

## Get It Done!

---

- Create Moving File/Book Check in Route
- Insurance Coverage Obtain School Records for Family
- Obtain Birth and Religious Records
- Obtain Legal Records incl. Passports
- Check if Your Will Must be Re-Written if in New State
- Obtain All Medical Records
- Veterans - Notify VA Office
- Have Prescriptions Refilled
- If Driving - Have Car Tuned Up
- Arrange to Move Pets
- Get Boxes & Start Packing ASAP
- Set Up Child Care on Moving Day
- Set-up New Phone, TV, etc.
- Empty Gas Tanks of Powered Tools
- Return Library Books
- What Plants Can be Taken?
- Time To Sort, Give & Throw Away!!
- Defrost Frig/Freezer if Being Moved

## Moving Day! ★

---

Read everything before signing bill of lading agreement. Get copies of everything. Look to make sure all items are on the truck. Give driver & moving company your cell phone number.

## Delivery Day!

---

If at all possible, be there to supervise. Check carefully for damaged or missing items. Keep bill of lading until items are delivered, paid for & any claims settled.

# MOVING CHECKLIST!

by Lee Jenkins - Realtor