

# THE EXCLUSIVE MANDATE!!

## WHAT IS AN EXCLUSIVE MANDATE??

- Written authorization and/or command by a person, group, or organization (the 'mandator') to another (the 'mandatary') to take a certain course of action.
- A situation where both the agent and his office are contractually bound to do their very best to market a customer's property within the period of time laid out in the Exclusive Mandate.

## THE WHY OF AN EXCLUSIVE MANDATE ?



## ADVANTAGES FOR THE BROKER

**SOLUTION SPECIALISTS**

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**Guaranteed Commission**

**No wastage of time**

**No unnecessary sharing of commission**


**ADVANTAGES FOR**  
**THE SELLER**



# We Have A Mutual Objective... To Sell Your Property...

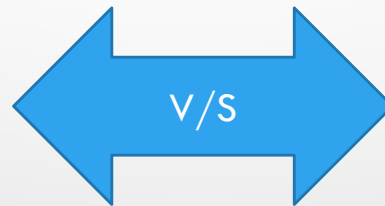
- At the **highest possible price**
- In the **shortest amount of time**
- With the **most favorable terms**

We will be working together as a team to get your Property sold.  
Cooperation and communication will benefit the successful  
completion of the objective.



## The Value of Experience

Would you rather have a new or experienced...



Are you willing to trust the biggest investment you are likely to make in your lifetime to an amateur?



## **MORE ADVERTISING FOR SELLER**

(INTERNET, CLASSIFIED ADS, FLIERS, HOUSE TOURS, ETC. YOUR AGENT WILL KNOW THAT HE CAN INVEST SAFELY IN YOUR PROPERTY).

**IT GETS MORE AGENTS TO  
WORK FOR SELLER**

(YOUR AGENT KNOWS MORE AGENTS  
THAN YOU DO)

# **IT ALLOWS A HIGHER PRICE FOR SELLER**

(YOUR AGENT WILL INSIST THAT YOU WAIT FOR HIGHER OFFERS, WITHIN REASON)

# **IT KEEPS SELLER BETTER INFORMED**

(YOUR AGENT WILL FEEL SAFE INVESTING  
HIS TIME IN YOUR PROPERTY).

# **IT ASSURES SELLER BETTER SERVICE**

(EXPLAIN CLAUSE FOR POSSIBLE  
TERMINATION IF THE SERVICE PROVIDED IS  
NOT WHAT WAS AGREED).

- THOROUGHLY INSPECT YOUR PROPERTY**
  
- LISTEN CAREFULLY SO I UNDERSTAND YOUR OBJECTIVES**
  
- EXPLAIN THE HOME SELLING AND MARKETING PROCESS – MY RESPONSIBILITY, YOUR RESPONSIBILITY**
  
- HELP YOU PRICE YOUR PROPERTY**
  
- ADVISE YOU ON HOW TO SHOW YOUR PROPERTY EFFECTIVELY - STAGING**
  
- REVIEW WHAT HAPPENS FROM TIME OF CONTRACT THROUGH TO CLOSURE**
  
- ASK FOR YOUR COMMITMENT TO BEGIN MARKETING YOUR PROPERTY**



**Before**



**After**

# **COMPARITIVE MARKET ANALYSIS**

**AN INFORMATION ON THE TRANSACTIONS IN  
THE AREA, IDENTIFYING SIMILAR PROPERTIES  
THAT HAVE SOLD RECENTLY OR WHICH ARE  
CURRENTLY ON THE MARKET, IN AN EFFORT TO  
DETERMINE A REALISTIC PRICE FOR THE SUBJECT  
PROPERTY.**

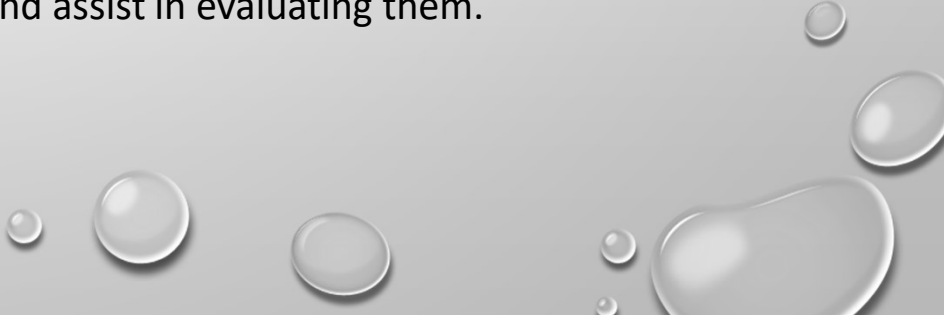
# **STAGING THE APARTMENT TO END-USER : THE BUYER**

A SIMPLE AND EASY TO UNDERSTAND PROMOTION THAT  
ILLUSTRATES THE **TAX ADVANTAGES AND THE INVESTMENT  
POTENTIAL** OF HOME OWNERSHIP.



# **STAGING THE APARTMENT TO END-USER : THE BUYER**

**A COMPLETE INFORMATION ABOUT THE SECTOR TO WHICH THE BUYER MIGHT BE MOVING. THIS CAN BE VERY HELPFUL IN ORIENTING TO THE LOCAL HOUSING MARKET, AS WELL AS SCHOOLS, SHOPPING, TRANSPORTATION, ENTERTAINMENT, AND MANY OTHER POINTS OF INTEREST.**


- We will tell you what to do to ***get your home in sale condition.***
  - We will ***enter your home on the 99 ACRES, MAGICBRICKS,...OTHER*** web sites through the Internet.
  - We will ***promptly advise you of changes*** in the market climate.
  - We will ***coordinate and monitor the settlement*** process.
  - We will ***monitor the appraisal and buyer's loan approval.***
  - We will ***be present at closing*** to assure a successful conclusion.
  - We will ***present all offers to you promptly*** and assist in evaluating them.
- 

## Why you require a Professional Broker ?

***“Advertising does not sell homes – Real Estate Professionals sell homes”***

There are many ways of merchandising your home.

Some houses will draw more calls, so they may be shown more often. This is just like the retailer who has specials to get customers into his store so that they will look at the rest of the merchandise. The right methods will need to be identified.



**Fair Market Value.....**

**How do you sell your home for the**


- ✓ *Best Price, in the*
- ✓ *Shortest Time, with the*
- ✓ *Most Favorable Terms and Conditions?*

***By Pricing it right, Initially.***



## **Determining the Value of Your Home.....**

**We'll do it right!**  
**Our Comparative Market Analysis will**  
**consider the factors above and lead us**  
**to**  
**listing your property right...**  
**from the beginning.**



YSS1

**SOLUTION SPECIALISTS**  
Real Estate Transactions Redefined

# CHOOSING AN EXCLUSIVE MANDATE WITH US IS PREFERRING TO FLY BUSINESS CLASS.... 😊

Want to avail our premium services  
Get in touch with us @ +91 8130775389  
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