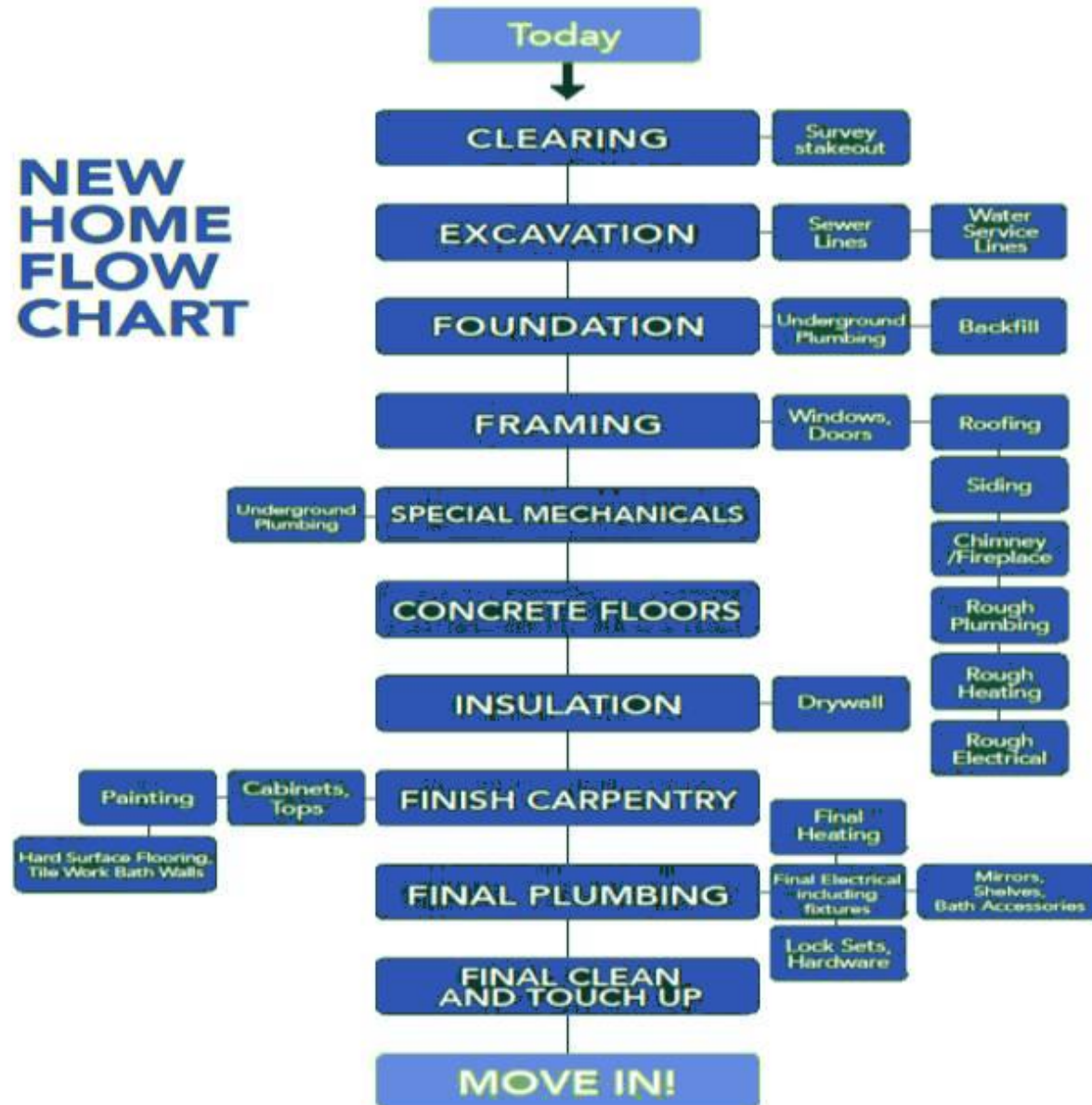


NEW CONSTRUCTION Toolkit



NEW HOME FLOW CHART



Certified New Home Sales System™
PROSPECT PROFILE SUMMARY

	COMMUNITY:		SOURCE:		
	NAMES:		HOME PHONE:		
STATUS + POSITIVE - NEGATIVE ? NEEDS FOLLOW-UP	ADDRESS:			RENT / OWN:	
	HIS OCCUPATION:		WORK PHONE:		
NEEDS & MOTIVATION	HER OCCUPATION*		WORK PHONE:		
	EMAIL:				
TIMING & COMMITMENT	BUYER REPRESENTATIVE:		PHONE:		
	NEW HOME STYLE:		PRICE RANGE:		
LOCATION & HOME SITE	FEATURES:				
	TIMING:				
DESIGN & QUALITY	1 ST VISIT	2 ND	3 RD	4 TH	5 TH
	STATUS		NOTES		
BUILDER & SALES REPS	<input type="checkbox"/>				
	<input type="checkbox"/>				
COSTS & FINANCING	<input type="checkbox"/>				
	<input type="checkbox"/>				
TRUST NEED BENEFIT URGENCY	<input type="checkbox"/>				
	<input type="checkbox"/>				

Certified New Home Sales System™

PROSPECT PROFILE SUMMARY

	COMMUNITY:		SOURCE:		
	NAMES:		HOME PHONE:		
STATUS + POSITIVE - NEGATIVE ? NEEDS FOLLOW-UP	ADDRESS:		RENT / OWN:		
	HIS OCCUPATION:		WORK PHONE:		
	HER OCCUPATION*		WORK PHONE:		
	EMAIL:				
	BUYER REPRESENTATIVE:		PHONE:		
NEEDS & MOTIVATION	NEW HOME STYLE:		PRICE RANGE:		
	FEATURES:				
	TIMING:				
TIMING & COMMITMENT	1 ST VISIT	2 ND	3 RD	4 TH	5 TH
LOCATION & HOME SITE	STATUS		NOTES		
	<input type="checkbox"/>				
DESIGN & QUALITY	<input type="checkbox"/>				
	<input type="checkbox"/>				
BUILDER & SALES REPS	<input type="checkbox"/>				
	<input type="checkbox"/>				
COSTS & FINANCING	<input type="checkbox"/>				
	<input type="checkbox"/>				
TRUST NEED BENEFIT URGENCY	<input type="checkbox"/>				
	<input type="checkbox"/>				

Certified New Home Sales System™ DESIGN INFORMATION ORGANIZER

SPECIFIC ROOM REQUIREMENTS

The following pages are intended to assist you in organizing design information room-by-room. Additionally, a space is provided to prioritize the overall importance of each of the design features you list. Prioritize as follows:

"E" FOR ESSENTIAL REQUIREMENTS - This describes those features you feel you absolutely "must have" in your new home. These are, of course, the important design elements.

"D" FOR DESIRABLE FEATURES - Use this priority rating for features you would "like to have" in your new home, but would be willing to compromise relative to cost or design limitations.

"M" FOR MISCELLANEOUS IDEAS - This category includes various ideas, features, details, etc. that would be "nice to have" if at all possible. Many of these are best illustrated with photographs or clippings from magazines or product literature.

CONSIDER SOME OF THE FOLLOWING AS YOU WORK:

- Openness - Storage - Built-ins - Fixtures - Cabinetry
- Privacy - Windows - Wall Finish - Moldings - Counter tops
- Security - Ceiling Finish - Hardware - Appliances - Outlets
- Lighting - Location - Flooring - Ceiling Hight - Doors

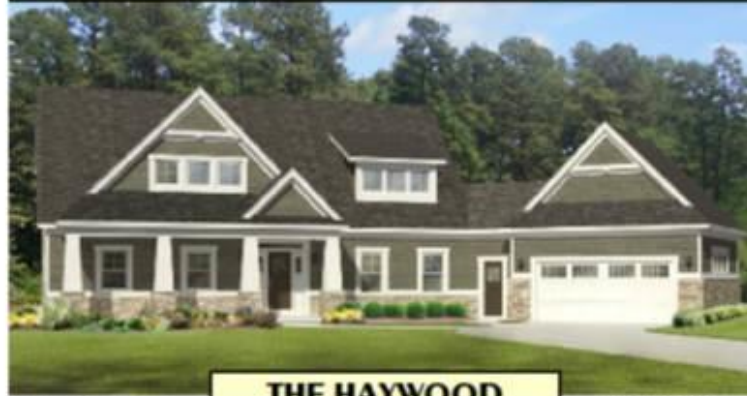
ROOM	SIZE	FEATURE	PRIORITY
GARAGE			
FOYER			
DINING ROOM			

Web Sites for Plans

www.carinidesigns.com

www.greaterliving.com

www.jamesfahy.com



THE HAYWOOD

www.greaterliving.com

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*** Images shown may differ from final construction documents. ***

FIRST FLOOR	1814 sq.ft.	9'-0" First Floor Ceiling Height	WIDTH	84' 4"
SECOND FLOOR	844 sq.ft.		DEPTH	51' 3"
TOTAL	2660 sq.ft.		PROJECT	15251

3813 Brighton Henrietta Townline Rd. • Rochester, NY 14623 • 585-372-9170 • 585-292-1262 (Fax)

Cape Style



THE CONWAY

www.greaterliving.com

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FIRST FLOOR	1441 sq.ft.	9'-0" First Floor Ceiling Height	WIDTH	44' 8"
SECOND FLOOR	1458 sq.ft.		DEPTH	51' 8"
TOTAL	3119 sq.ft.		PROJECT	150548

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Colonial Style



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THE CAROLINE

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*** Images shown may differ from final construction documents. ***

FIRST FLOOR	2024 sq. ft.	9'-0" First Floor Ceiling Height	WIDTH	64' 0"
SECOND FLOOR	N/A sq. ft.		DEPTH	62' 8"
TOTAL	2024 sq. ft.		PROJECT	2460H

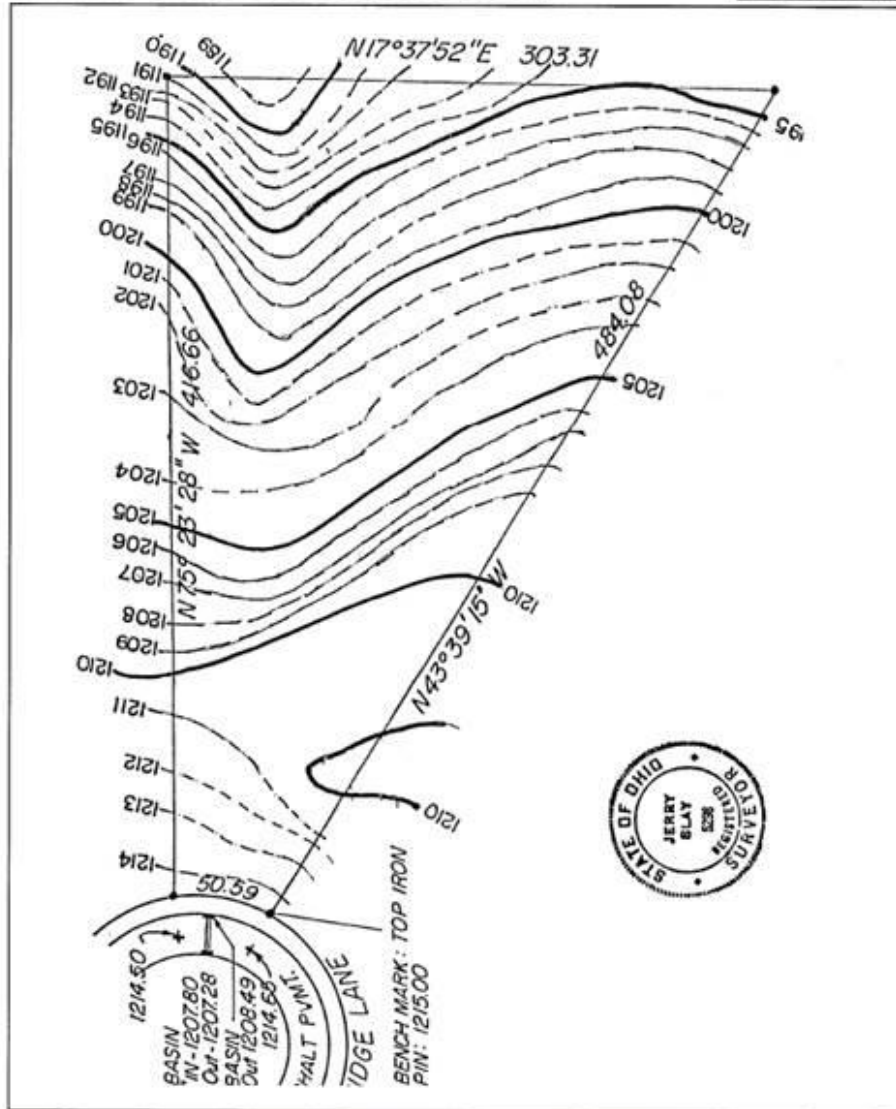
3033 Brighton-Henrietta Townline Rd. • Rochester, NY 14623 • 585-272-9170 • 585-292-1262 (Fax)

Ranch Style

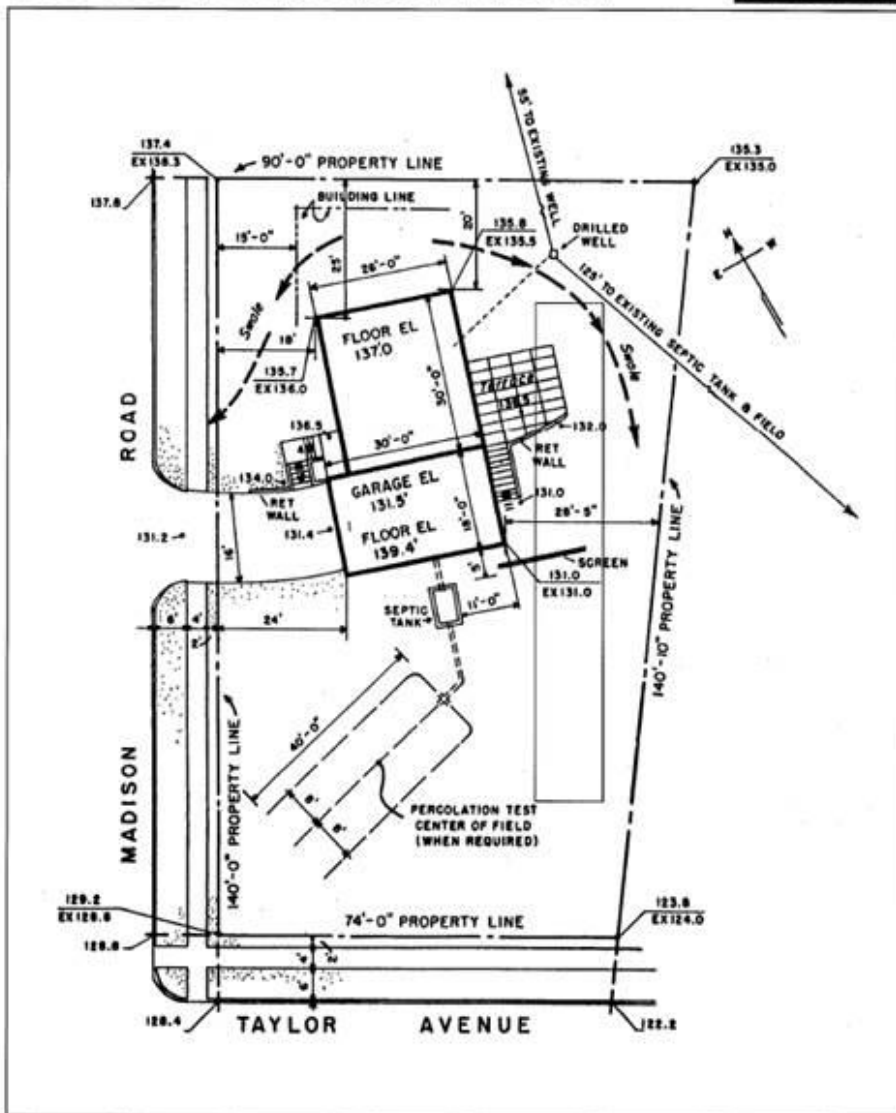
Off Site Build Jobs

- What Should You Know vs. Builder
 - Floor Plans – 3 Websites
 - Will Your Builder Build Off-Site New Builds
 - Search for Land
 - Search Parameters/size
 - Hidden cost
 - Utilities
- (Fill/Standard Septic vs. Raised Bed

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Financing

- Draw Loan vs End Loans
 - Benefits / Negatives