



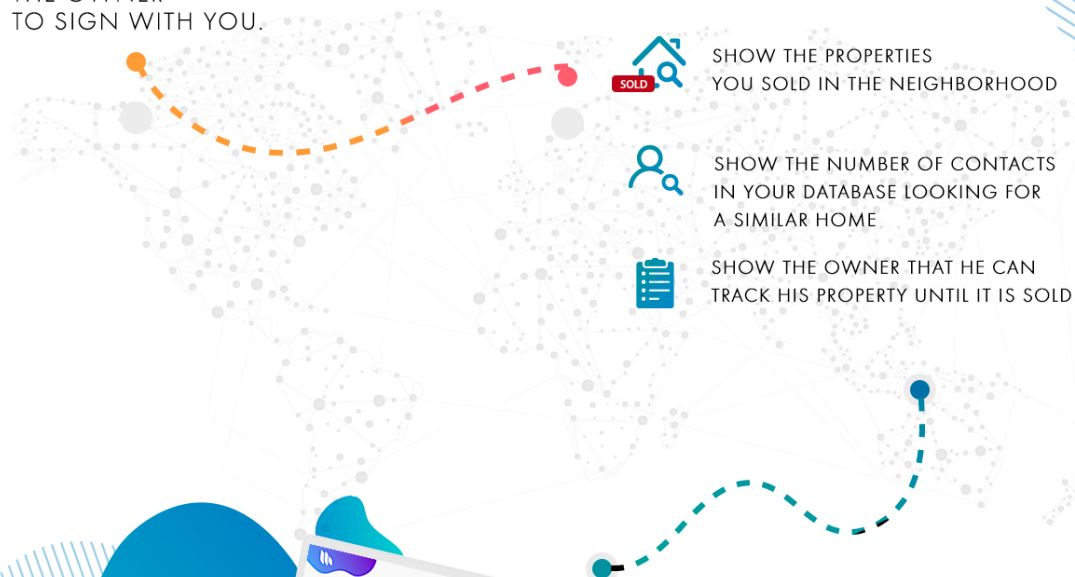
SELL MORE & FASTER



BY USING OUR CRM *solution*
FOR REAL ESTATE AGENTS

CONVINCE THE OWNER

START BY CONVINCING
THE OWNER
TO SIGN WITH YOU.



With WHISE]

Convincing an owner to trust you is the first and, without a doubt, the most essential step in obtaining more business.

Through this file, we invite you to discover how to use the advantages of WHISE to convince your prospect.

Your real estate software is an essential tool to guide you through all the steps, from convincing the owner to selling the house.

WHISE supports you in the different stages of the real estate transaction by facilitating and organizing the most repetitive and administrative aspects. You then have more time to do what you do best: negotiate, sell, rent, and be present in the field!

Show the owner:

- the properties you have already sold
- that you have the tools to sell or rent the property
- that he can track, step by step, the work done to succeed in his sale/rental

#1 Show the properties you have already sold

You have already sold in the region where the property is located:

Showing your prospect that you have already sold properties in the region is an important asset. This indicates that you know the area and the value of the real estate.

You have not yet sold any property in the region:

You can nevertheless show your prospect that you have already sold similar properties and, of course, you can show him the prices.

Searching on an internet portal to find out the prices displayed for similar properties in the same region is interesting. However, you should clearly explain that the listing prices are not the obtained selling prices.

How can you make yourself even more relevant? Show him the prices you actually obtained; this will make future negotiations more straightforward.

How to do it with WHISE?

The first step is to build a database of sold properties.

WHISE provides you with several essential elements:

TRANSACTION STATUS:

Transaction	for sale	preparation	online
Price	485.000 €		
Sold price			
Availability	Availability		
Evaluation	Evaluation		

WHISE allows you to follow your transaction step by step and modify the property's status according to the results.

You can, therefore, very quickly build up a database of properties sold and even properties that could not be sold, for example, because the price is too high (an argument that you will no doubt be able to use ;-)

THE OBTAINED SELLING PRICE:



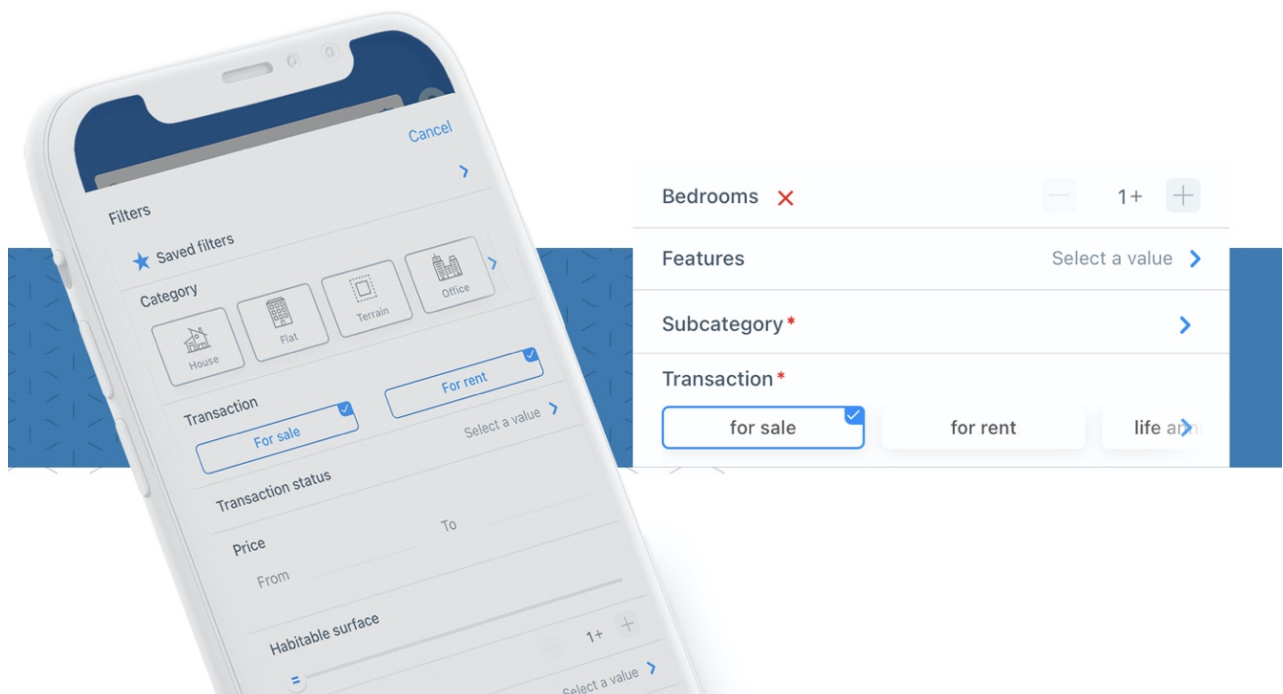
For each transaction carried out, WHISE allows you to fill out the obtained selling price. This allows you to demonstrate to the owner the difference between the "advertised" real estate value and the obtained selling price.

Price & Transaction

Transaction	for sale
Price	485.000 €
Sold price	€
Availability	Availability
Evaluation	Evaluation

A LIST OF PROPERTIES SOLD

How to attractively show your prospects the properties already sold? WHISE is available on your smartphone, tablet, or laptop. You can show the list very quickly and "live."

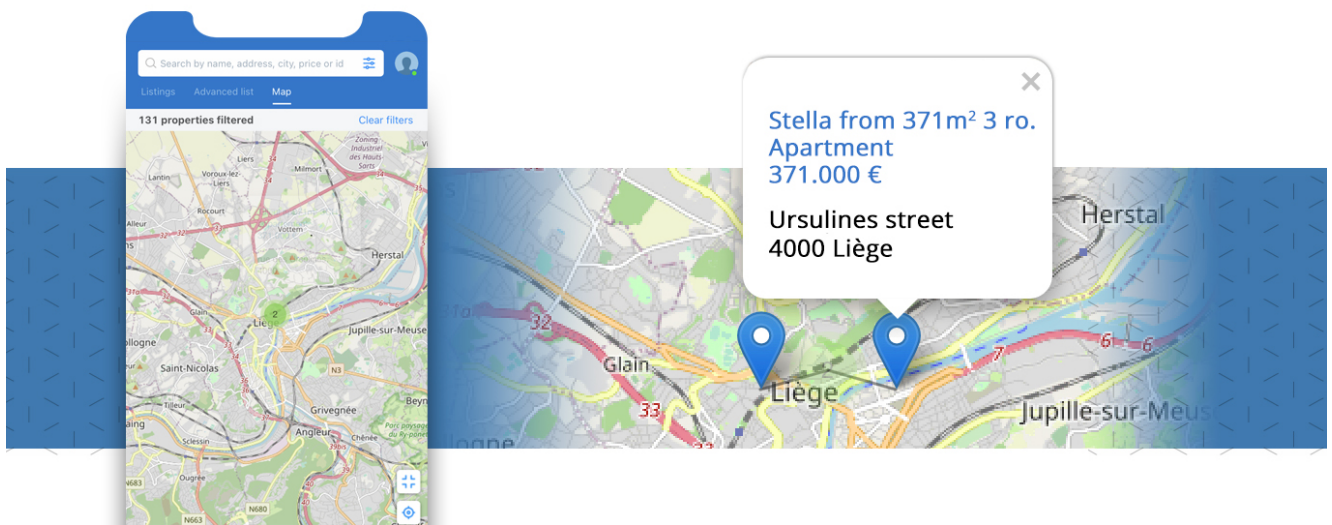


Filters

Use the filters available to you. They will allow you to show in a fun and straightforward way which properties are sold and at what price:

Use the "map" view to optimally show the properties sold in the desired region. Use the list view if you want to display similar properties that are not located in the same area.

#2 You may already know the buyer!



Today, it is no longer possible to convince an owner by just saying that you will publish his property on an internet portal using an excellent description and photos. Nowadays, an individual has many platforms at his disposal that allow him to put his property on the market.

Your real estate software is a professional tool that you can use to convince the owner. One argument to be made is that you have a database of potential buyers who are really looking to buy a property.

As a real estate agent, you are in daily contact with people who want to invest in real estate. You can build a database of potential buyers and investors.

How do you manage all these contacts with WHISE?

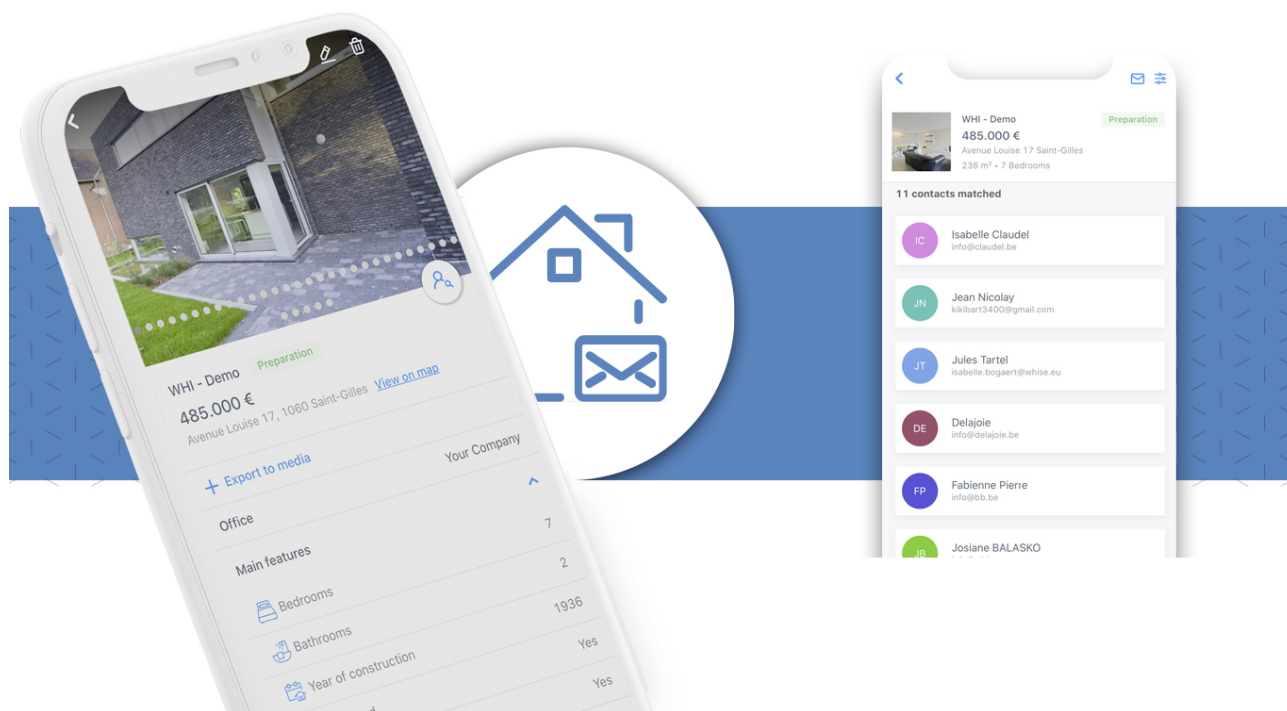
WHISE allows you to manage in a semi-automated way all of the contacts you meet or contact you through the media or your own website.

- Each person asking you for information about a property that you have published is **AUTOMATICALLY** saved in your database
- Also, the search criteria are automatically saved and updated regularly

Nothing could be simpler than building a database of potential buyers and keeping it up to date.

Here is an interesting argument to convince your prospect owner, which can undoubtedly push him to work with you.

Explain to the owner how you find potential buyers and how you organize these contacts. Then show him how you match the property with the contacts in your database. You can even show him how many potential buyers you have that may be interested in his property.



#3 – Your owner can track your progress in selling the property!

Technology now allows everyone to have immediate and easy access to information.

Your prospects are aware of these technologies and appreciate using them to follow their real estate transaction.

Give them the possibility to track in real-time the progress in selling the property!

With WHISE, you can give access that allows your owner to see

- Visits carried out and/or scheduled as well as the report you have provided
- The advertisements
- Emails sent to prospective buyers who are in your database
- The administrative follow-up that you carried out

This will undoubtedly be a strong argument in your negotiation with this prospect and a guarantee of your transparency and professionalism. WHISE also gives you the opportunity to decide what you will share with the owner.

HOW TO ENSURE THAT ALL INFORMATION WILL BE AVAILABLE?

In your WHISE diary you have, for each appointment, a "description" field in which you can insert a comment on the visit you have just made.

The screenshot shows a user interface for a real estate diary. It has three main sections: 'Avec' (With) with a person icon and a dropdown menu showing 'John DOE x'; 'Bien' (Property) with a house icon and a dropdown menu showing 'leuvensesteenweg 775, 2610 Antwerpen Wilrijk, 695.000 € (Demo Affiche) x'; and 'Description' with a large text input field. Below the text field is a button labeled 'Autres actions' with a downward arrow.

Indicate all the remarks transmitted by the potential buyer, his interest and the follow-up to be carried out. These comments will be visible AUTOMATICALLY and IMMEDIATELY to your owner. Of course, the coordinates of the prospect are not shared with the owner and you can also note a description that is not shared with the latter.

Advertisements as well as all emails sent to your prospective buyers are automatically saved in the property history and made available in the owner's activity report.

You don't have to spend precious time completing this information and you can also be sure that this report will be updated daily and will demonstrate the work done.



Want to know more about WHISE Owner Access?

Below you find an example of the owner report.


Owner report

WHO-DEMOAIS (1507787)

See latest 30 days

Estate

Ref : 1507787
rue de l'Eglise 2
1470 Genappe Bousval



Owner

Mr Fabrice De Smedt
Grand Place 25
4000 Liège

Calendar Actions

9/28/20 11:30:00 AM	visit visite - rue de l'Eglise 2 boîte 3, 1470 Genappe Bousval, 432.000 € - FAUCON André André FAUCON the living room is too small
9/28/20 11:00:00 AM	visit visite - rue de l'Eglise 2 boîte 3, 1470 Genappe Bousval, 432.000 € - Balasko Josiane Josiane Balasko She's interested - will contact me to make an offer
9/28/20 10:30:00 AM	visit visite - rue de l'Eglise 2 boîte 3, 1470 Genappe Bousval, 432.000 € - CLOONEY Georges Georges CLOONEY Too expansive for the region

Updates

10/2/20 12:29:38 PM	Votre recherche de biens immobiliers - Demo Bogaert Joseph Curieuse
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Automatic Actions

10/2/20 12:29:20 PM	edit Price : '€ 432.000,00' => '€ 429.000,00'
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