

Marketplace

1. _____ defender of Personal

Property Rights

2. _____ Development isn't

possible _____ Certainty of those

Property Rights

3. _____ of Average Family's Net Worth

4. Local _____ efficiencies

*Realtors are the Straw that
Stirs the drink in the local
economy*

*The highest quality clients,
you can serve ...referrals!*

People HAVE to _____ at _____

level and feel _____

Biggest Mistakes

1) Getting Involved in the _____ Estate

2) Delay Closing by _____

3) Delay Closing by _____

involvement

4) Anything Other than making you're

your closing goes _____ and

5) Jeopardizing _____ Closing

Prepare your Clients

• _____ we find that perfect home

• My _____ team will assist you

• You won't Mind using my Team of

Experts _____ ?

*That gentle reminder that
you are in charge of the
transaction*

Auto Insurance & Real Estate Sales

People want assurance *they*
are doing the right thing.

Business Use by Professionals

- 1) ___ out of ___ Drivers are ___-insured
- 2) It _____ with Realtors!
- 3) Business Use is _____ Allowed on
a _____ policy
- 4) _____ for Certain Professionals
- 5) _____ when they add Business
Use Endorsement to their Policy

Special Business People are:

- _____ , _____
- _____ , _____
- Additional _____

Endorsement Does _____ Suffice

- That endorsement _____ your

Broker from _____

Home Insurance..

For the Real Estate License Holder's

On a scale of 1 to 10 my knowledge on home

insurance is _____

Surprises and auto coverage cause _____

surprises and home coverage can cause

All home insurance policies are the _____ has

not been true since _____

Insurance policies _____ be compared by

looking at _____

Insurance covers the _____ of the damage not

necessarily the _____

It's about the _____ and Home Insurance

everything is excluded unless it's specified as

_____.

Modern policies are _____ perils older policies

are named _____.

Often times policies are written with different

_____ for different _____

Closing Issues and Home Insurance

- Home coverage provides funds replace the

existing _____

- Additional coverage is potentially provided

in _____ limits

- Contents coverages is often _____ not

_____ cost . adding this coverage is

_____.

- replacement cost means your stuff is

replaced with _____.

- push your home buyer to _____ their

stuff and the unique features of their

home

- LOSS OF USE now _____

Family liability covers your exposure both

inside and outside the home.

- Guest medical covers _____ harm.

You are Getting Smarter

A residential service contract is a good idea,
because home insurance does not cover the
_____ of damage only the _____.

Home insurance is not a _____ plan.

Water pipes to and from the street are _____
covered.

Theft claims are _____ and will _____
affect rates and _____.

On a scale of 1 to 10 my knowledge on home
insurance is now _____

Key Page 1

You're the

Economic, without

73%

Market

Understand, their, understood

Key Page 2

Real, transaction

Not complying

Smooth, EZ

Your!

When

Closing

Will you

Key Page 3

1, 5, un

Worse

Not, personal

Exceptions

Only

Doctors, Lawyers,

Insurance Agents, Real Estate Agents

Insured, not

Protects, you

Key Page 4

____ (Your number)

Surprises

Irritation

Devastation

Same, 2001

Cannot, quote (or price)

Contract, covered

Open, perils

Deductibles, causes

Key Page 5

Contents

Specified

ACV, replacement, inexpensive

New

Video

Flexible

Unintentional

Key Page 6

Cause, effect

Maintenance

Not

Painful, adversely, eligibility

____ (Your number)