

**Creating the Perfect Listing Consultation – STAR Group January 2012**

System	Stages	Best Practices - Things To Add/Delete/Modify	Deadline/ Who Does It?
<p align="center"><i>Pre-appointment</i></p>	<p align="center">Handling the call and positioning</p>		
	<p align="center">Pre-Listing Package</p>		
<p align="center"><i>During the appointment</i></p>	<p align="center">Walk-through</p>		
	<p align="center">Presenting your Value (binder, booklet, laptop)</p>		

	Pricing		
	Commission		
	Objection Handling		
	Other strategies & notes:		