

Welcome to 

The
VIC TRONCALLI

Team

Vic Troncalli

- ◆ Accredited Buyer Representatives
- ◆ Graduate of The Realtor Institute
- ◆ Member of the Council of Residential Specialists
- ◆ Past CEO of fortune 500 Apparel Company
- ◆ E-Pro, CRS, GRI, ABR, Broker
- ◆ Rotary, Chamber of Commerce, Alliance Bible Fellowship, Children's Miracle Network
- ◆ Member of Florida Citrus Sports Association



Nobody in the World Sells More Real Estate than RE/MAX!

Welcome to 

RE/MAX[®] Mountain Places

The
VIC TRONCALLI
Team

- Foscoe / Boone in the Shops of Twin Rivers
- Staff of 5
- Support Staff
- 14% Market Share
- # 2 Agent in North and South Carolina, 100% Club Members, Presidents Members and Platinum Members
- Largest Community Involvement in the area of Real Estate Offices



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Mission Statement

- ◆ Our goal is to make your real estate transaction a pleasure. We want to give you **SERVICE** from start to closing.
- ◆ Honesty and Integrity will guide our plans and our mission to sell your home for the best price in the right time to get you to your objective.
- ◆ We will only market your house if we feel the price is right to sell in the market place at the time you want to list.
- ◆ We will handle the **PROCESS** and you will handle all the **DECISIONS**.



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We have a mutual objective...

To Sell Your House:

- ◆ At the highest possible price.
- ◆ In the shortest amount of time.
- ◆ With the most favorable terms.
- ◆ To your complete satisfaction.



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Things you should know about RE/MAX and the Vic Troncalli Team.

- ◆ RE/MAX is a world leader in residential real estate
- ◆ Thousands of offices worldwide.
- ◆ RE/MAX has over 120,000 full-time agents worldwide.
- ◆ RE/MAX Sales Associates are among the most experienced in the industry
- ◆ They average over 12 years of real estate service.



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About RE/MAX Associates & Vic Troncalli Continued

- ◆ RE/MAX Sales Associates, on average, have more real estate educational designations than their industry.
- ◆ RE/MAX Sales associate average more sales per agent than other agents.
- ◆ Over 70% of our sales come from repeat customers or referrals from past customers and friends... twice the industry average.



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About RE/MAX Associates & Vic Troncalli Continued

- ◆ **RE/MAX Sales Associates make a personal financial investment in every listing.**
- ◆ **RE/MAX Sales Associates competently control the marketing for each of their listings.**
- ◆ **RE/MAX Sales Associates take personal responsibility for seeing that the job gets done.**



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RE/MAX set a record

We are the first real estate network who has ever been involved in more than 1 million transaction sides in a single year.

Not until now. Not until RE/MAX



Welcome to 

My first responsibilities to you are to:

- ◆ **Gain a thorough knowledge of your house.**
- ◆ **Determine your specific needs.**
- ◆ **Thoroughly understand those needs.**
- ◆ **Explain our mutual responsibilities and obligations.**



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My responsibilities, continued

- ◆ Advise you on how to make your house the most saleable.
- ◆ Help you price your house for the “best” sale.
- ◆ Explain the entire listing, showing, contract and closing process.
- ◆ Obtain commitment to a marketing plan.



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My personal Guarantee of Performance

I promise I will:

- ◆ Prepare a comprehensive **Right Price** Market Analysis.
- ◆ Give you timely progress reports on your property
- ◆ Contact you regularly either by phone, e-mail and personal visits.



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My Personal Guarantee continued

I will distribute your Property Information in all methods including:

- ◆ The Multiple Listing Service.
- ◆ Internet Web Sites Realtor.com, My Personal Award Winning Site, Yahoo.com, RE/MAX.com, MountainPlacesRealty.com
- ◆ The top real estate agents in the market area.
- ◆ The #1 Homes Magazines in the area
- ◆ Direct Mail to all areas and related price points



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My Personal Guarantee continued

- ◆ **Place a “For Sale” sign in your yard within three days after listing.**
- ◆ **Explain ways to enhance your property for showing. Recommend a staging professional.**
- ◆ **Explain the financing alternatives that will appeal to the broadest number of buyers.**
- ◆ **Have a Virtual Tour taken of your home within 7 days of the listing.**
- ◆ **Place the VT on Realtor.com, and all my web sites including HomesandLand.com, TheRealEstateBook.com.**

Welcome to 

Professional services we will provide

- ◆ I will help you determine the best selling price for your house.
- ◆ I will suggest things you can do to get your house in top condition.
- ◆ I will recommend reputable repair companies, if necessary.
- ◆ I will develop the best strategy for showing your house.
- ◆ I will enter your house in the Multiple Listing Service immediately.



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Professional services continued

- ◆ We will enter your house in RE/MAX local and international Web sites and other appropriate Web sites.
- ◆ We will review progress regularly.
- ◆ We will promptly advise you of changes in the market climate.
- ◆ We will present all offers to you promptly and assist you in evaluating them.
- ◆ We will manage the closing process when a contract is accepted.



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Professional services continued

- ◆ We will immediately advise you of events that may affect closing.
- ◆ We will coordinate and monitor the settlement process.
- ◆ We will monitor the appraisal and buyer's loan approval.
- ◆ We will stay in contact with the buyer's agent to make sure things are proceeding smoothly.
- ◆ We will be present at closing to assure a successful conclusion.



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My marketing strategy

- ◆ I will handle the detail work, such as ordering mechanical and termite inspections, title work, and appraisals.
- ◆ I will stay in touch with you, so that you will know what is going on and where we are in the marketing process.
- ◆ I will provide you with the names of competent contractors, especially if your property is vacant or you are out of town.
- ◆ I will show you consideration, because I know you are living in your house, and it's difficult to have it ready to show all the time.



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You have the benefit of my professional experience...

Advice to Help Your House Sell Quickly:

- ◆ I will provide you with information about preparing your house so that it will show at its best.
- ◆ I will give you specific suggestions to improve the impression your house makes on prospective buyers.



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Welcome to 

Professional experience continued

Understanding the Pros and Cons of Contract Proposals:

- ◆ When I bring contract proposals for your consideration, I will explain them thoroughly.
- ◆ I will provide you with an estimated cost statement, so you will have all of the facts you need to make a good decision.



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Professional experience continued

Dealing with the details:

- ◆ Managing the process of selling a house.
- ◆ Explaining the entire selling process, step by step.
- ◆ Handling the unavoidable surprises along the way.
- ◆ Keeping the surprises to a minimum.
- ◆ Making sure everything goes as smoothly as possible.



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Why Choose The Troncalli Team at RE/MAX?

RE/MAX is the leader in listing and selling houses in your market area because:

- ◆ We have more high producers than any other company in the area.
- ◆ We have comprehensive print, TV, and direct mail advertising programs.
- ◆ We are members of the RE/MAX International Relocation Network.
- ◆ Our satisfied past customers provide a source of potential buyers.



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Why THE VIC TRONCALLI TEAM continued

- ◆ All of my Sales team Associates are full time and receive extensive, ongoing training.
- ◆ We have an extensive Web presence and international property information systems.
- ◆ We have the most up-to-date computer technology and computer training.
- ◆ We have a commitment to excellence in all areas of the real estate business.



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