



EZ Platform The New Way **OF SELLING** You're Dream Home

EZ TRAINING SERIES

HOW TO RUN A PERFECT BID EVENT #2

" LISTING A PROPERTY ON
EZ PLATFORM AND I'M NOT GETTING A BID! "



Derek Lockett

Derek Lockett, Strategic Title Partner for Stewart Title in Washington State.

Stewart also added Derek Lockett to their team of experienced professionals in the Puget Sound Division as a Business Development Officer to meet the growing needs of the community. Lockett, a graduate of the University of Washington, started his real estate career with Zillow as a Senior Business Consultant and later worked for WFG National Title for more than three years as their business development manager. He has deep roots in the community through his charity work and understands the nuances and needs of the local market.

“We are excited to onboard a team of business development professionals to support our growth strategy in the Seattle Market,” said Carl Jorgenson, Division President, Puget Sound Division. “Their proven record, local knowledge of the communities and their diverse experience will enable Stewart to grow its customer base and provide our clients with the support they need to grow and enhance their business.”

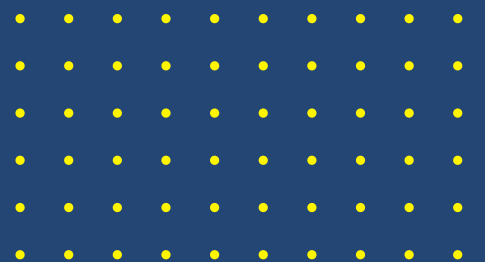




EZ Platform is a Marketing Tool NOT A MAGIC 8 BALL

Getting the Listing Appointment

- Being Prepared for Listing Presentation
- Due Diligence for Comparisons
- Setting the Pricing Stage
- You Are the Expert
- When Seller's Dictate Pricing
- Traditional or the EZ Listing?
- What Happens if I don't get a Bid?





Realtor Objections?

What's In It For Them

(WIIFT)

- Buyers Feel the Power
- 100% Transparent to All Parties
- Better Representation to Buyer and Seller's
- No More Highest and Best
- We're not First to Use Buyer's Premium
- Check Out Sothebys Home Auction Fees!
- Class Action "**Commission Lawsuit**"
- Why EZ Has Set the Stage Over Commissions
- Agents Control Their Commissions

Strategic Partners



 **stewart**



 **GENEVA**
FINANCIAL



Revolution
MORTGAGE



 **FirstSource**
TITLE AGENCY, INC.



 **EZ**
Real Estate
Offer

“ Your Partners have paved the way to help you excel in your Real Estate Business. ”

Your Title Companies have been trained on how the "Buyer's Premium Works! They run at no charge a pre-lim to insure you can close at closing. When the Buyer(s) are signing they know how to explain the EZ Platform Benefit to them. The closing statements are prepared accurately to ensure you get paid the right amount!

Your Lenders know how to get the Buyers prepared for the Buyer's Premium. They also are the top producers with all state programs and know how to get the best rates for your buyer.



Thank You.

www.ezrealestateoffer.com