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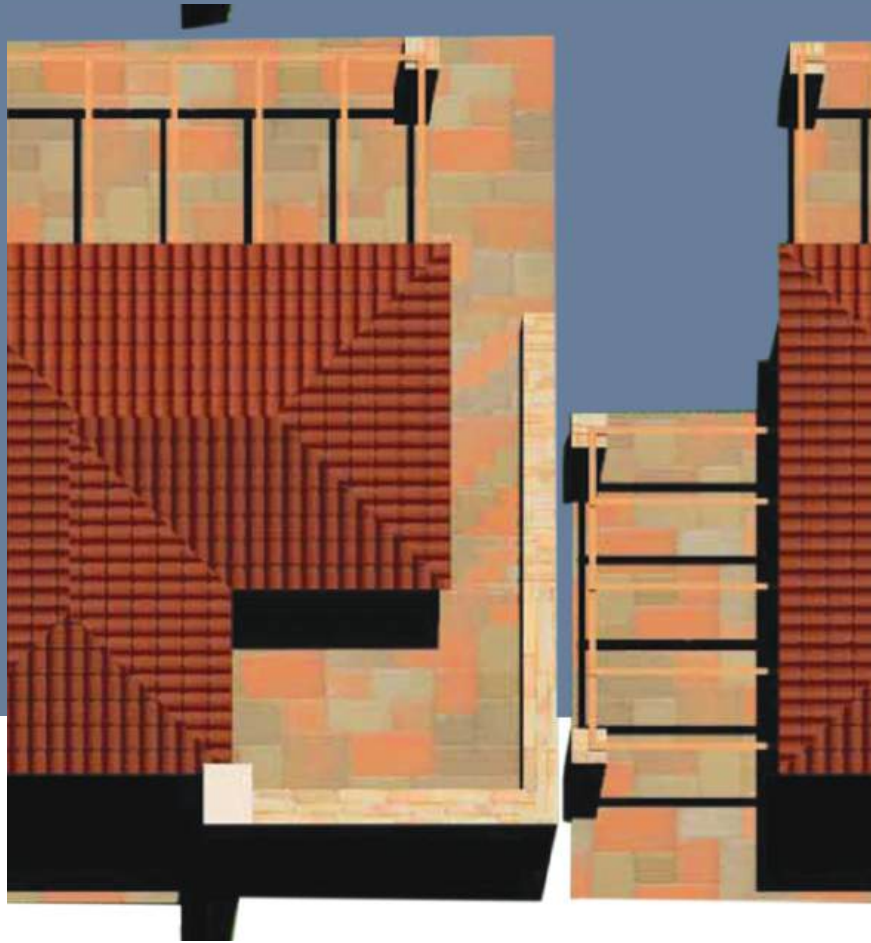
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# Agent Sales: Go Get them



It is often comes as a late realization for agents that they have to be their own business generators.

License received, check; mentor identified, check; feeling good, check. This is a typical newbie real estate agent outlook. Then slowly the climbing costs of telephone and transport bills, with no real income to balance the outflows bring in the shadows. The newbie optimism is on its way to disillusionment. A quick analysis of the way the business is being handled would be the way to find the seat of the problem.

## **Mind Your Own Business**

Business development is your

business and yours alone. Brokers, associates, relatives and all other connections are doing their own thing. And this stands true for franchises also. Both brokers and franchises earn from the referral fees that you as an agent pay them. So the business you get from them can be an expensive deal. While this may be a good investment when you start off, it is advisable to generate your own leads and build on them.

In the long run, it is better to shed dependencies on broker

owned facilities like office space or communication, and enjoy full benefits of your efforts.

## **Build Your Identity**

As you move in the field, let your efficiency and work ethics advertise for you. It is human tendency to avoid the unknown, especially in business. So those fancy ads should spread your presence, but not become the only business development tool.

Make yourself a known member in your own community. Be knowledgeable about your work,

but be careful that you don't keep pushing your business cards when not warranted. Those socializing may seem unconnected with business, the 'friendly' appearances and contacts will do more for your reputation than any banner across the sky.

### **Part Time, Part Earning**

Real estate dealings have little

concern for holidays and off time. So if you are considering balancing a job and being a real estate agent, be aware that the returns will only match the effort you put into it. Besides job commitments clashing with client deal will show you in bad light on both sides.

Over all the self motivator and initiative taker is the real estate

agent who will realize all those targets and goals that were shown in training class presentations. Ground work is the key to success once you step outside the classroom. □

## Desirable Properties of a Property Agent

Real estate agents are cropping up faster than mushrooms after a thunderstorm. How would you as a customer, zone in on a good person to deal with? As an agent, what personal traits you should develop? Here's our Top Five list.

### **Transparency**

Any customer demands service with transparency. As an agent this could cover property trends and prices, property evaluation and such issues. Raising false hopes and procrastination are undesirable.

### **Involvement**

Property dealing is not for 'time pass'. It needs a passion and involvement from your side. It's a full time commitment to be a part of sealing successful deals that benefit both the buyer and seller.

### **Go Get It**

It's a business so some calculated risks are

an integral part of it, if profits are on your mind. Building a self confidence and becoming a go-getter with knowledge is important.

### **Move on**

It's a property not a pack of biscuits that you are handling. That means you need a persistence and tenacity to dust off the failures of "that deal nearly got done and then fell through at the last moment". It will happen not once but several times. Forget the less than expected commission and move on to a fresh day.

### **Being human**

Understanding the client requirements, must go beyond rooms and square feet numbers. Clients need an understanding hearing and encouragement to close good deals. That's where the referrals and return business come from! □

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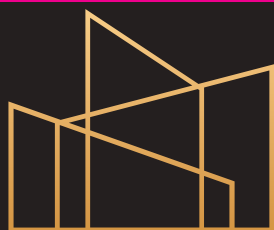
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“Alright, enough of searching, this one will have to do! We will just do the repairs and the place will be perfect. I’ll do most of the work myself”. Exclamations like these are common with the first time home buyers whose patience is tested between site visits and budget balancing. They are most susceptible to compromising. What seems suitable at first sight, may not necessarily

be right.

**I’ll sell it right**

What does not fit right in the neighbourhood, will not bring in the resale value despite a makeover. So invest wisely in property.

**I’ll set it right**

Even the most enthusiastic handyman may feel defeated by the time and cost of fixing problems in a property. Do a thorough inspection and get a honest cost estimate to ensure that

the effort will be worth it.

**The roof, foundation and everything in between**

Everyone will assure you that it’s just a small fault, crack or whatever. However, patchwork repairs mostly buy time. Restructuring and overhauling are inevitable.

Remove those rose tinted glasses, shut out false assurances, and then chose to buy or not. □

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15



# check points

## For Buying A Property

There are various factors to consider before buying a property that you intend to call 'home'. It has been seen that many people get caught up in the small or cosmetic details of the purchase and search and in the process forget the primary needs of the family. Keeping some points in mind, when considering purchasing a property, will help you take the right decision in terms of investment and family comfort.

### LOCATION

This is one of the most important factor to consider, when buying a

property. The quality of the neighborhood in which a home is situated, is paramount when investing in a property. This influences its current and future value.

### ACCESSIBILITY / TRANSPORTATION

Easy accessibility and transportation will certainly make your life comfortable. These factors should be given priority while selecting a house.

### EDUCATIONAL INSTITUTES

Quality of local state schools in

the vicinity exerts a major influence on property prices. A house or flat in a reputable school catchment area will always be easier to resell. Besides, it will save the everyday hassle of long distance travel for both the child and parent.

### LIVING/MAINTENANCE COSTS

In addition to a loan/mortgage, there are also other regular costs which home owners bear water /electricity, property tax and maintenance costs. A long-sighted approach of living /maintenance

# Between Dreams And Reality



**Achieving the perfect balance between the ideal and practical is the key to owning your own property without jeopardizing future financial security**

All of us would love to have a palace we call home. In reality the majority juggles with budgets and family responsibilities to get the best possible – and our homes become our palaces. The sense of security comes from a wise decision taken to buy a property without going overboard to meet false standards of lifestyle. Buying a house is often the largest personal purchase most of us carry out, mostly once in a life time.

### **What needs to be addressed**

Prime addresses, spread out interiors – are they essential? Are they a better option to the convenience of moving to the outskirts? Honest answers will result in future peace and comfort in daily life coming out of a compromise between funds and dreams.

A budget that caters for family growth, job insecurity, legal charges and inflation may sound like a lot of planning, but it will be well worth the effort, Go for it!

### **A price for security**

Besides financial security, physical safety for you and your family is a vital consideration. The cheapest area may not be the best to live in. A congenial community environment showing growth of conveniences like shopping, education institutes and other facilities may be worth that little extra payment.

Areas with security problems are likely to add to your headache with the realization that reselling may mean a loss or little profit. And this above the discomfort faced while actually living in the area.

Take a while; look around before you sign on the dotted line. It's a home you are looking at, not a wardrobe addition that may be discarded at the end of the season. □

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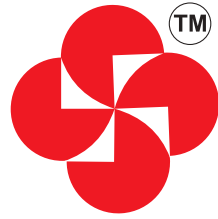
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- Clean the kitchen, especially the sink and garbage areas.
- Stow away bedroom clutter under the bed, as visitors may open wardrobes or built-in storage.
- Dry and lower toilet lids.

- Use the opportunity to take the family shopping or grab a quick snack.
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- Give yourself plenty of time to look for a property, and be prepared to move fast if you find a place where your pet is equally accepted.

- Look for landlords who are pet friendly.

- The best thing to do is to be honest about the fact that you have a pet. Tell the landlord that

you have a pet before starting the deal. Do not hide the fact as later when they come to know about the pet, it might create complications.

- Ask if you can introduce your dog to the landlord. Once they see how well-behaved it is, even a landlord who has said 'no' to pets just for an easy life may come to reconsider.

- House-training is a must and obedience-training, for dogs, is an added bonus. Make sure that fleas and ticks are under control, and let a prospective landlord know about all of it.

- The more they feel you are a conscientious pet-owner, who takes their concerns seriously, the more likely they are to agree to let to you in.

- Probably you can make a

written agreement with the landlord that covers every precaution that you would take in the house.

- Landlords, with less emotional investment in their property can sometimes be more open to pets indoors.

- Again, money plays a vital role. If the tenant can offer some extra money for the damage that might be done, it's not very difficult to convince the landlord.

- Expect to pay a higher deposit - and be prepared to offer to do so, if you sense reluctance on the landlord's part. □

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That done there is still need to align your parameters to balance your requirements and finances. Here is a checklist guideline.

## **MONEY FIRST**

Take a deep review then set a budget. Include renovations, moving and overhead costs.

## **LOCATION**

Is the address your topmost priority or managing commutes to school and office more critical?

Most of us would want some basics like daily shopping and medical help in the vicinity.

## **IN AND AROUND**

The size and type of the house, number of rooms or bathrooms, a garden patch or gated community are some elements you must include in your list of requirements. Any particular requirement like, physically challenged access, pet friendly society, or separate office/servant room? Add that too.

Type of fitments, an old property or only brand new will do are also important.

Prioritize as must have or nice to have to help finalizing. □

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# THE VIRTUE OF SAVING

Saving is indeed a virtue. This is one of those qualities or attributes in an individual that help him accomplish his dream-- The dream of buying a house! A house that is yours and only yours!

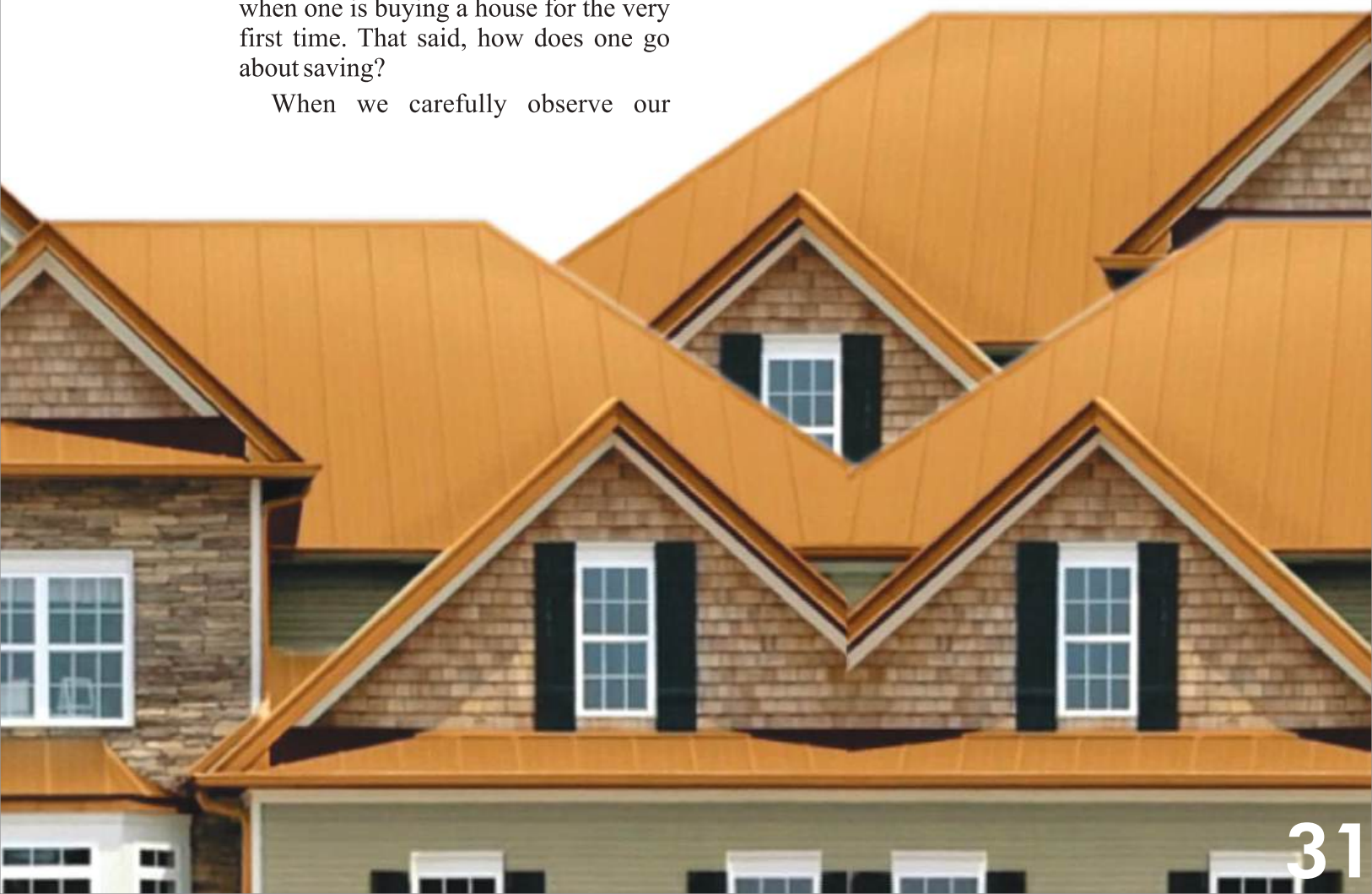
Everyone has realized the importance of savings especially during the recession period. The impact of slowdown was felt on almost all the sectors of the economy, but not much on the real estate segment in the city of Pune. The housing rates continued to rise regardless of the lull in the market. For those who wanted to buy a house, their savings came as the only rescuer.

With loan regulations becoming stringent, buying a house became further difficult. In this situation, only those who had made savings in their life could afford to buy a house and fulfill their dream. Savings are more important when one is buying a house for the very first time. That said, how does one go about saving?

When we carefully observe our

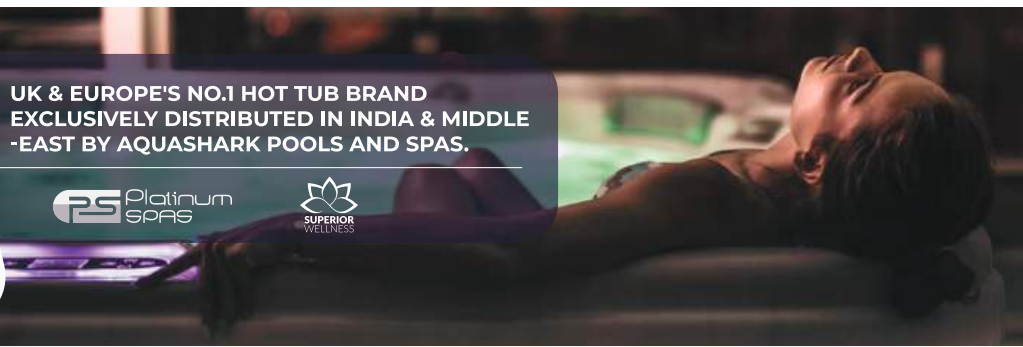
spending habits, we notice that we spend a lot of our hard-earned money on needless items. By cutting down on these unnecessary expenditures, we can save a great deal of money. Likewise one can cut down on shopping, phone, holidays and other such bills.

The bottom line is that saving for a house is a very personal experience—what one person is willing to give up, another person may not. If you keep your goal set on purchasing a house, for yourself and your family, and soon become the proud owner of some property, you'll find that the effort to get there is not nearly so much as you think. It's sooner you realize that there are more places to cut costs than you thought, and you'll certainly fulfill your dream of owning a house. □





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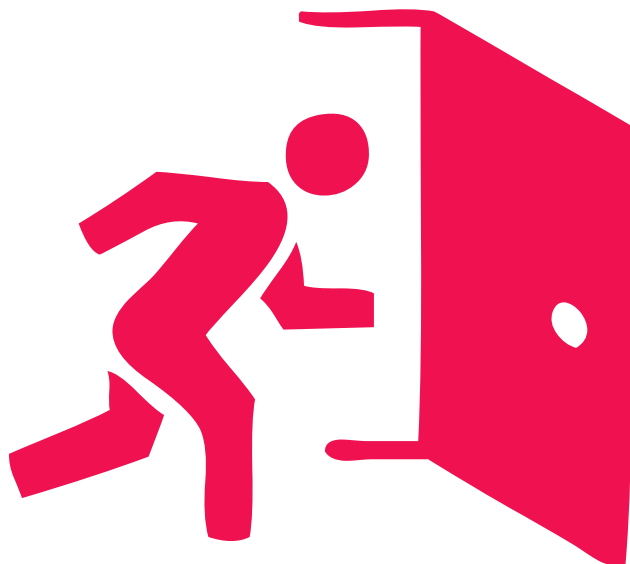
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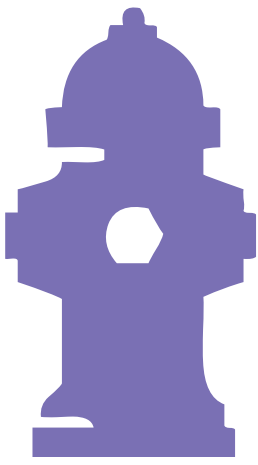


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# 46

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☎ +91 9975664029/ 8956744799

E-mail: pramodkmr0911@gmail.com / rai.avinash01@gmail.com/ sales@s3group.in

Web: www.s3group.in



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('A' Class Licensed Holders in Passive Fire Protection from Govt. of Maharashtra)

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Office: 212/213, Spandan D-13, Warje, Pune 411058.

Factory: Jambhulwadi, Ambegaon BK, Pune 411046.

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Web:

www.laurenfabtech.com



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Web: www.traceautomationindia.in

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E-mail: sales@vishwasmultitechsystem.co.in



# 47



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☎ +91 9833081827

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☎ 022 67438293

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Web: www.krishnasteelindustries.in



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JMC, Rajputpara Main Road, Rajkot, Gujarat



360001.

**Mumbai:** Shop No 09, Sanghvi Eco City, Near  
Maa Vishnu Temple, Kashi Mira, Mira Road  
Mumbai (e) 401107.

☎ +91 9974999995, +91 9099999485

E-mail: safezone97@gmail.com/  
kishan@safezoneworld.com

Web: www.safezonofire.com

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(Annual Maintenance Contract)]

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Industrial Estate, Tal. Chiplun, Dist. Ratnagiri  
415604. Maharashtra.

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Housing Complex, Behind Tahsildar Office,  
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Maharashtra.

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E-mail: [metalforgeindia15@gmail.com](mailto:metalforgeindia15@gmail.com)

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# 51





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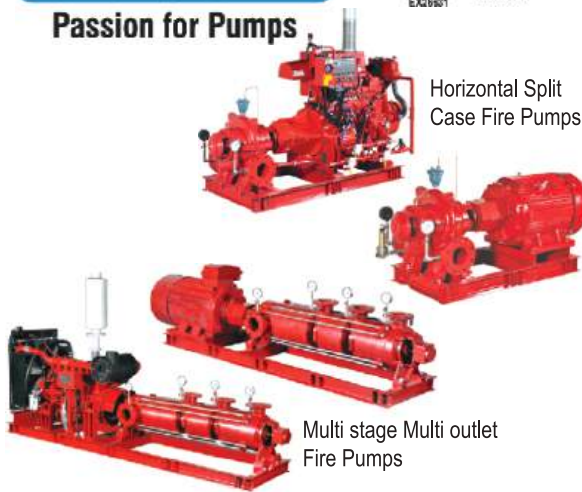
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Contact: Jitu Kuvadiya

☎ +91 9824445778, 9023602279

E-mail: ghanshyamfiresafety@gmail.com

Contact: Pravin G. Kuvadiya

☎ +91 9624964304

E-mail: prvinkuvadiya99999@gmail.com

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Contact: Rohit Patel ☎ +91 9979881319

E-mail: indent3@gmail.com

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