



# Client Consultation #5: Virtual Home Tour



## **Background Info:**

The most exciting part of being a real estate agent is showing clients potential homes. Showing homes is an essential step the ultimate decision-making process. Most clients will not choose to make an offer on a home until they have set foot inside it and visited the surrounding neighborhood. Since you do not have access into homes on the market (and can't leave campus!) you will do the next best thing: prepare a virtual tour of the top five homes for your client.

## **Objective:**

Your goal in this activity is to prepare a detailed digital presentation that walks your client through their five top properties. You will be meeting with them face-to-face and will have access to a computer, You will show them pictures, use GoogleEarth to show them the surrounding neighborhood, and you will ask for their feedback along the way.

For this assignment, you will need to have already contacted your client by e-mail and/or phone and determined which five properties you will do further research on. Once you have those, you will email a confirmation of your appointment for the Virtual Tour.

## **Directions:**

**Step 1:** Revisit the email you sent your clients with the top ten property choices, so you recall what information you already sent them.

**Step 2:** Create presentation for your clients. You may use PowerPoint or Prezi to organize the information, pictures and links you intend to navigate your clients through during the duration of presentation. Your presentation should be polished, professional, and smooth to navigate. We suggest you record clips of "tours" from Google Earth and link them into your presentation.

**Step 3: Rehearse.** Be sure that you and your partner prepare what you plan to say about each home, each neighborhood, and what questions you plan to ask your client. Be sure to organize who will speak when, and who will take notes according to client's input.

**Step 4: E-mail Confirmation.** Contact your client via email to confirm your Virtual Home Tour appointment. See the email template on the AOBT Real Estate Project Webpage.