



# dial Real Estate

## New Seller Listing Checklist

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Client Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

Postal Code: \_\_\_\_\_

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- Working with Realtor Form
- Listing agreement signed
- MLS data sheet signed
- IDENTIFICATION
- Job status
- Rental item discovery
- Exclusions
- Pets
- Existing contracts
- Taxes
- Maintenance fee if condo
- Locker #
- Parking #
- Update client profile
- Survey
- Key
- Lockbox yes or no
- Tenant phone numbers
- Alarm code
- Sign
- Web domain
- On market date \_\_\_\_\_
- Due date for offers:
- Appointment instructions:



**dial Real Estate**

## **Seller Introduction Questionnaire**

1. Tell me a little about you, your family and your situation. \_\_\_\_\_
2. What do you love about your home? \_\_\_\_\_
3. Why are you moving? \_\_\_\_\_
4. Why is this an important move for the family? \_\_\_\_\_
5. Where are you moving to? \_\_\_\_\_
6. What is your time frame? \_\_\_\_\_
7. What do you feel has to happen in order for this to be accomplished? \_\_\_\_\_
8. In this process what would your expectations of me be when hired as your advocate? \_\_\_\_\_
9. What does excellent customer service mean to you? \_\_\_\_\_
10. Is there purchase of another property involved in the sale of this move? \_\_\_\_\_
11. Are you hoping to buy before listing this home for sale, or do you want to sell first? \_\_\_\_\_
12. Do you have a home in mind that you'd like to buy? \_\_\_\_\_
13. Have you gone out to look at any houses? \_\_\_\_\_
14. What is the address of one you wish you would have bought? \_\_\_\_\_
15. Other than who is on title, is there anyone else involved in the decision-making process? \_\_\_\_\_
16. What would you ask you if you were me? \_\_\_\_\_
17. Is there anything I should have asked you, but did not? \_\_\_\_\_
18. What are your concerns? \_\_\_\_\_
19. Are you ready to sell your home? \_\_\_\_\_



**Call or Text**  
**Mario Daniel Sconza Now**  
**416.230.3476**



**Cancel Anytime Guarantee**

The Seller may cancel this agreement with eXp Realty of Canada Inc., Brokerage anytime with no obligation or further commitment to eXp Realty of Canada Inc., Brokerage.

Seller retains full control.

\_\_\_\_\_  
Mario Daniel Sconza & Partners ©

\_\_\_\_\_  
Seller

\_\_\_\_\_  
Seller

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## Your Home Sold Guaranteed or We Sell it for Free

In the unlikely event seller's property does not sell within the term of this agreement (no less than 180 days), Broker will, if agreed to by Seller, extend the term of this agreement an additional 90 days and reduce the commission to 0% (\$0.00). Seller may at Seller's discretion offer a sales commission to a Buyer's agent. Such commission, if any, will be negotiated at the time of the extension of the term of this agreement.

\_\_\_\_\_  
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\_\_\_\_\_  
Seller

\_\_\_\_\_  
Seller



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### Communication Guarantee

If we fail to update you weekly,  
we will provide you with a \$5000 savings certificate to contribute toward your  
closing costs or donate that money to a charity of your choice  
in your honour.

\_\_\_\_\_  
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\_\_\_\_\_  
Seller

\_\_\_\_\_  
Seller



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### Honest Presentation of Experience and Track Record Guarantee

Everything stated about Mario Daniel Sconza & Partners throughout these materials is 100 %  
FACTUAL.

If there is ever a demonstration that any of these statements or statistics are false, Mario Daniel Sconza & Partners will provide you with a \$25,000 savings certificate to contribute toward your closing costs or donate that money to a charity of your choice in your honour.

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Seller

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Seller

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### VIP Buyer Mortgage Rate Protection Certificate

If We Don't Secure the Best Financing Rate For the Buyer,  
We Will Make Their First Mortgage Payment

Mario Daniel Sconza & Partners® agree to secure a lower mortgage rate for the buyer than what they have secured on their own with a matching term or we will make their first mortgage payment.

**Conditions:**

1. Buyer agrees to provide Mario Daniel Sconza & Partners® with at least 1 quote signed by a certified officer of the competing financial institution within 3 banking days of an accepted offer and that shall be deemed the lowest rate secured by the buyer.
2. The buyer will make payment and Mario Daniel Sconza & Partners® agree to reimburse the buyer within 3 banking days following the due date of the first mortgage payment.
3. Mario Daniel Sconza Real & Partners® shall have until 10 banking days prior to transaction completion to secure the lowest rate.

\_\_\_\_\_  
Mario Daniel Sconza & Partners ©

\_\_\_\_\_  
Date

\_\_\_\_\_  
Buyer

\_\_\_\_\_  
Date

\_\_\_\_\_  
Buyer

\_\_\_\_\_  
Date



**MARIO DANIEL SCONZA & PARTNERS ©**

**Guaranteed Sale Program Summary and Disclaimer**

Thank you for the opportunity to work together in selling your home.

Our Guaranteed Sale Program creates more demand for your home. By advertising to Buyers that we can buy their homes if they buy yours\*, your home stands out above your competition as one that is easier to buy. You are also more likely to get firm offers vs. conditional ones since we are willing to guarantee the buyer's home will sell.\*

Mario Daniel Sconza & Partners © can guarantee the sale of your home if you choose to move up and buy a home listed by Mario Daniel Sconza & Partners ©, subject to certain conditions\*.

These conditions include, but are not limited to, Seller and Buyer agreeing on price, the property condition and possession date. You understand and acknowledge that the Exclusive Right to Sell Listing Agreement used to engage realty brokerage services is not an agreement guaranteeing your home will sell. There must be a written and fully executed Association of Realtors Purchase and Sale Agreement (usually at least seven pages) stipulating all terms and conditions of a sale between the Seller and Mario Daniel Sconza or his assignees as purchaser. Should an offer come in from an outside buyer at any time during this listing period and that offer is higher than the guaranteed price, the seller gets the higher offer not Sconza & Partners.\*\*

It is innovative and proven programs like this one that help us create more demand for your home and influence a sale.

Thank you.

Mario Daniel Sconza & Partners ©

X \_\_\_\_\_ Sellers Signature    Date \_\_\_\_\_

X \_\_\_\_\_ Sellers Signature    Date \_\_\_\_\_

By signing the above you are acknowledging you have read the above summary disclaimer for the Mario Daniel Sconza & Partners © Guaranteed Sale Program and understand this is for informational purposes only and does not represent a binding agreement or contract for Purchase and Sale.

\*Mario Daniel Sconza and Homeowner must agree on price and closing date.

\*\* A copy of a blank Guaranteed Purchase and Sale Agreement is available to seller upon written request.



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**416.230.3476**



### Private Sale Guarantee

The Seller may offer the property for sale privately and in the event the Seller receives an offer satisfactory to him/her by a Buyer that was not introduced to the property through the efforts of Mario Daniel Sconza & Partners, the seller may sell the property privately. The Seller will be responsible for a \$999 transaction fee payable to eXp Realty of Canada Inc., Brokerage

\_\_\_\_\_  
Mario Daniel Sconza & Partners ©

\_\_\_\_\_  
Seller

\_\_\_\_\_  
Seller

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### Home Warranty Guarantee

**Premium Coverage for what you can see, and what you can't**



#### APPLIANCES SEP

Fridge +water dispenser and/or ice maker, Rangehood, Built-in Microwave, Dishwasher, Deep Freezer, Clothes Washer, Clothes Dryer, Garage Door Opener, Garbage Disposal, Trash Compactor



#### HOME SYSTEMS SEP

Heating System, Ductwork, Air Conditioner, Heatpump, Plumbing, Interior Electrical, Owned Hot Water Tank, Sump Pump

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Seller

\_\_\_\_\_  
Seller

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## Home Closing Insurance Guarantee



## **mds RESTORA-CLOSE™ Home Closing Insurance**

Provides **Coverage** for **Irrecoverable Extra Costs** resulting from **Unforeseen Delays** or **Failures** in Home Closings

\_\_\_\_\_  
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\_\_\_\_\_  
Seller

\_\_\_\_\_  
Seller



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# 4 BIG REASONS to Call Us to Sell Your Home

## mario daniel sconza & Partners **VS** AVERAGE REALTOR

**1 We Sell Homes For More Money**  
We work to put more \$\$ in our Client's Pocket



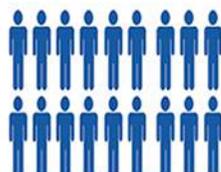
**2 We Sell Homes Faster**  
On Average We Sell Homes 31.7% Faster



**3 Your Home is More Likely To Sell**



**4 Our Database of Buyers in Waiting**  
Your Home May Already Be Sold



We have over 41,000 Buyers in our Data Base looking for a home.



free live search and match of our data base of buyers in waiting

## *Your Referrals Help the Women and Children!*

Who do you know considering buying or selling a home that you could refer my real estate partnership to?

**Yes** Mario, these people may be considering Buying or Selling within the next 6 months.

1. \_\_\_\_\_  
Name Phone

2. \_\_\_\_\_  
Name Phone

3. \_\_\_\_\_  
Name Phone

The Seller acknowledges Mario Daniel Sconza & Partners donate a portion of income from Real Estate sales to fund missions around the world and here locally.

\_\_\_\_\_  
VIP Client's Name

\_\_\_\_\_  
VIP Client's Name



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### **Your REFERRALS HELP women and children around the world**

663 Million people in the world live without clean water. That is nearly 1 in 10 people worldwide or 20 times the population of our beautiful Canada. The majority live in isolated rural areas and spend hours every day walking to collect some semblance of potable water for their family. Access to clean water means education, income and health--especially for women and children.

### **ACCESS TO CLEAN WATER AND EDUCATION CHANGES EVERYTHING**

**We are on a mission to raise \$100,000** to help bring clean water and education facilities to those who do not have them. We are very passionate about helping the less fortunate because helping them serves God's Kingdom.

### **This is where you can help!**

**For anyone considering a move that we help, you can rest assured that not only will they secure the award winning service we are known for, just as important, a significant portion of the income we receive from the transaction will be given to fund worthy causes around the world and here locally, particularly in the realm of clean water and education.**

*We are called to help the less fortunate (Malachi 3:8-12). Strangers, widows, orphans, poor, needy and foreigners. The source of life within me is the same SOURCE within everybody and everything. I see myself in them and them in me. We are all ONE SUBSTANCE expressing itself in infinite variety. My hope is humanity will arrive at this knowledge through education and enlightenment.*

*Our Partners rally around our sincere intention of raising money and donating portions of our income in our quest to help solve the water and education crisis.*

Your Referrals contribute to uniting all four corners of the earth and relieving a suffering ... **LoveUnity2**





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**SELLERS NET SHEET**

Sale Price			
1 <sup>st</sup> Mortgage			
1 <sup>st</sup> Mortgage Penalty			
2 <sup>nd</sup> Mortgage			
2 <sup>nd</sup> Mortgage Penalty			
Outstanding Taxes			
Outstanding Liens			
Termite Letter			
Legal Fees			
Other			
Brokerage Fee			
Transaction Fee			
Home Warranty			
Home Staging			
Home Photography			
Home Pre-Inspection			
TOTAL NET			
Credit Cards			
Personal Lines of Credit			
Buyer Home Inspection			
Buyer Transfer Tax			
Buyer Moving Costs			
Buyer Closing Adjustments			
Buyer Legal Fee			
Total Net Net Net			

<b>Mario Daniel Sconza &amp; PARTNERS</b> 	Titanium	Platinum	Gold	Silver
<b>More Visibility</b>				
Turnkey marketing service				
Your property on MLS				
Marketing (email alerts) to over 19,000 Buyers in Waiting				
24 Hour 1-800 Number Service				
High Definition Resolution Photos				
Maximum exposure on over 336 Real Estate Websites				
Video Commercial of your property on YouTube				
Your Home Featured on 4 Extra Websites				
<b>More Experts</b>				
A team of professionals available to answer your questions				
Professional assistance bringing your home to market				
Personalized follow-ups by our professional marketing team				
Customized home staging consultation				
Customized home staging				
Professional Deep Cleaning Service				
<b>More Tools</b>				
Customized brochures of your home				
The activity on your property in real time				
Feedback website with exclusive Seller access to agent's comments (see what we see)				
Talking House System				
Weekly Area Sales Report				
<b>More Guarantees</b>				
Buyer 18 Month Sell it for FREE Guarantee*				
Your Home Sold or We'll Buy It ( <b>Trade Up Program</b> )**				
<b>More Protection</b>				
Error and omission insurance				
Safe Close Insurance				
Seller Protection Home Warranty				
<b>Commission and Marketing Fees</b>	<b>6%</b>	<b>5%</b>	<b>4%</b>	<b>3%</b>
<b>Please Select Your Package</b>	\$695 at the signature	\$695 at the signature	\$695 when sold	\$695 when sold
<p>*The Sconza &amp; Partners offers the buyer of your home an 18-month buy-back guarantee. The buyer of your home must purchase another property with Sconza &amp; Partners. Does not apply to investors. Subject to certain conditions.</p> <p>** The Sconza &amp; Partners can guarantee the sale of your home if you choose to move up and buy a home listed by Sconza &amp; Partners, subject to certain conditions.</p>				
<p style="text-align: right;">Seller Signature _____</p> <p style="text-align: right;">Seller Signature _____</p>				



Call or **Text**

**Mario Daniel Sconza Now**

**416.230.3476**



Property Address-

Asking Price-

Listing Commitment-

Listing Term-

Fee For Service-

I/we agree to the above and direct you to move forward with the MLS listing on my/our behalf.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date



## **VIP SELLER AGREEMENT**

Our Mission: To Sell Your Home at Your Price in Your Time Frame and with the Least Hassle to You!

As a VIP Seller, Mario Daniel Sconza & Partners will provide you with the following services and Guarantees from Listing to Sale:

- 1) A custom advertising, marketing and presentation plan is prepared for your home.
- 2) That plan is fine-tuned by our Team of Experts.
- 3) We personally write or supervise all the ads, sale details, web site and social media postings and other information about your home.
- 4) Aggressive Marketing begins through multiple world-wide media channels and Presentation of your home to our Data Base of Buyers in waiting and Agent Networks.

**\*16 Key Systems Are Immediately Activated to Get Your Home Sold at Your Price in Your Time Frame and With the Least Hassle.**

- Immediate introduction of your home to our database of buyers in waiting.
- Syndication of Emotional Response ad copy throughout the World Wide Web.
- 24 Hour Talking Ads for mobile and WIFI created and launched.
- Property Search ads added to Google Search and other search engines.
- Social Media Marketing system ads created and launched.
- City-wide Buyers Agent network notification.
- International Buyer network notification.
- "Buy this home and I'll buy Yours" Trade Up Program.
- Notification to Proprietary Network of Real Estate Investors.
- In-House Returning VIP Client System.
- USP Branded Internet Marketing Systems.
- Platinum Reverse Offer System.
- Less Branded Internet Marketing Systems.
- Internal Notice to top-selling realtors in the GTA and surrounding areas.
- The Everyday Open House System.
- Homeward Bound Newsletter to VIP Buyers and Past Clients.

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Sellers Initials

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Mario Daniel Sconza & Partners©



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Sellers Initials

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## Exclusive Guarantees:

### 1. YOUR HOME SOLD GUARANTEED

In the unlikely event seller's property does not sell within the term of this agreement (no less than 180 days), Broker will, if agreed to by Seller, extend the term of this agreement an additional 90 days and reduce the commission to 0% (\$0.00). Seller may at Seller's discretion offer a sales commission to a Buyer's agent. Such commission, if any, will be negotiated at the time of the extension of the term of this agreement.

### 2. CANCEL ANYTIME GUARANTEE

The Seller may cancel this agreement with eXp Realty of Canada Inc., Brokerage. anytime with no obligation or further commitment to eXp Realty of Canada Inc., Brokerage Seller Retains full control.

### 3. COMMUNICATIONS GUARANTEE

If we fail to update you weekly, we will provide you with a \$5000 savings certificate to contribute toward your closing costs or donate that money to a charity of your choice in your honour.

### 4. HONEST PRESENTATION OF EXPERIENCE AND TRACK RECORD GUARANTEE

Everything said about Mario Daniel Sconza & Partners throughout these materials is 100% FACTUAL. If there is ever a demonstration that any of these statements or statistics are false, Mario Daniel Sconza & Partners will provide a \$25,000 savings certificate to contribute toward your closing costs or donate that money to a charity of your choice in your honour.

### 5. VIP BUYER MORTGAGE RATE PROTECTION CERTIFICATE

If we don't secure the best financing rate for the buyer, thus enabling us to negotiate a higher price for your home, we will make their first mortgage payment.

### 6. GUARANTEED SALE PROGRAM

Our Guaranteed Sale Program creates more demand for your home. By advertising to Buyers that we can buy their home if they buy yours+, your home stands out above your competition as one that is easier to buy. You are also more likely to receive firm offers vs. conditional ones since we are willing to guarantee the buyer's home will sell. +mario daniel sconza & homeowner must agree on price and closing date.

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### 8. HOME WARRANTY GUARANTEE

Premium coverage for what you can see and what you can't see.

### 9. HOME CLOSING INSURANCE GUARANTEE

Restora-Close Home Closing Insurance. Provides Coverage for Irrecoverable Extra Costs resulting from Unforeseen Delays or Failures in Home Closings.

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**VIP SELLER AGREEMENT**

**Provincial Law does not allow Broker to represent Seller as a client without first entering into a written agreement with Seller.**

The Seller(s) agree to grant the Broker and its affiliated licences the exclusive right and privilege to show and offer for sale the property described below.

Address: \_\_\_\_\_

City: \_\_\_\_\_, Ontario, Postal Code: \_\_\_\_\_

**LISTING PERIOD**

The term of this Agreement shall begin on the date of \_\_\_\_\_. The term of this Agreement shall be through the last day of the 6<sup>th</sup> month from the starting date or \_\_\_\_\_ **and the listing commitment shall be for one day.** This agreement shall automatically renew every 24 hours unless otherwise specified by the Seller until the expiry date noted above.

**LIST PRICE**

The price at which the Property shall be listed is \$ \_\_\_\_\_.

**NEGOTIATION**

Seller authorizes the Broker to assist, to the extent requested by Seller, in negotiating the terms of and filling out, signing and/or initialing a pre-printed Real Estate purchase and sale agreement and/or counteroffer and/or TREB listing agreement subject to Sellers final approval.

**VIP CLIENT INVESTOR FORM**

Seller \_\_\_ does OR \_\_\_ does not wish to participate in the Broker's VIP Client Real Estate Investor Program (REIP), whereby Seller will receive notices of free Real Estate investor trainings and notices of Real Estate investment opportunities by mail, email or phone at times when investment opportunities arise. Seller may opt out of the REIP at any time. Seller is never obligated to invest in Real Estate.

**COMMISSION**

- Seller agrees to pay Broker at closing 5% plus HST of the sales price for sales agent's commissions or
- 4% plus HST when sold directly by Mario Daniel Sconza & Partners or
- 1% plus HST when sold to a Seller introduced Buyer as a negotiation fee or
- All of the above is negotiable at time of offer presentation
- 0% when sold by Seller to a private Buyer

By signing the agreement, seller acknowledges that they have read all provisions and disclosures made herein; that they understand all such provisions and disclosures and have entered into this agreement voluntarily; and that they are not subjected to a current listing with any other broker.

Seller's Signature \_\_\_\_\_ Printed Name \_\_\_\_\_

Seller's Signature \_\_\_\_\_ Printed Name \_\_\_\_\_

Listing Broker- eXp Realty of Canada Inc., Brokerage

Realtor Affiliated Signature \_\_\_\_\_ Date \_\_\_\_\_

Agent Name Printed \_\_\_\_\_ Real Estate License Number \_\_\_\_\_



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Seller's Signature \_\_\_\_\_ Printed Name \_\_\_\_\_

Listing Broker- eXp Realty of Canada Inc., Brokerage

Realtor Affiliated Signature \_\_\_\_\_ Date \_\_\_\_\_

Agent Name Printed \_\_\_\_\_ Real Estate License Number \_\_\_\_\_



We do track appointments and ask for feedback from every in-home showing. We make three attempts to solicit responses from realtors representing their buyer. Based on our experience, we have observed a 10% response rate to our request. We will be in touch a minimum of once per week, updating you on feedback responses, and results of our marketing activities. For those realtors that do respond, what I respectfully request is your permission to share with you exactly what they are saying about your home without filtering it, would that be ok with you?

Within 72 hours of your endorsement of our services we create top of mind awareness leveraging multiple media channels in numerous languages to create maximum worldwide exposure which ultimately brings you the highest price.

Within one business day our director of home preparation will be contacting you to arrange an appointment for preparing your home to sell. In addition to that we will be ordering the sign for your lawn.

At that visit we will confirm:

- the day photography will be completed
- availability for showings

On the day of photography, the lockbox will be delivered, do you require us to cut an extra key for you or do you have an additional set that can be placed in the lockbox?

We will also be preparing a full property brochure inclusive of a QR code that will direct you to the property website, and we will be delivering that prior to the listing date.

All photos received from the date of photography will be shared with you within 24 hours of receiving them from the photographer.

When we help you reach your desired outcome will you consider recommending our services and providing us with a five star google review, if we have earned it? Who do you know that we should start a conversation with about real estate?