The Landlord Presentation

This book provides a comprehensive overview of the process involved in representing a landlord for property rental. This includes understanding the process, landlord presentation, the Residential Tenancy Act, Skyslope templates, and client for life/referrals. The detailed process involves qualifying the landlord, conducting a market rent evaluation, preparing the property for showings, listing the property for rent, taking in offers and applications, and finalizing the deal with necessary documentation. We also outline mandatory forms for listing and emphasizes the importance of after-service care and referrals. It further includes a review of the entire process, highlighting the key steps involved. this is a valuable resource for real estate professionals looking to enhance their understanding of representing landlords in property rental transactions.

- The Presentation
- The Seminar

The Presentation

The "Landlord Presentation" provides a comprehensive overview of the real estate services offered by a professional Realtor®. The presentation emphasizes the commitment to creating value and delivering high levels of service to clients. It highlights the office's impressive track record, including the large number of sales professionals, multilingual associates, and global reach. The Realtor's® commitment to guiding landlords through the listing process, finding qualified tenants, and minimizing legal risks is clearly outlined. Additionally, the presentation includes a set of questions aimed at understanding the landlord's experience and needs, demonstrating a focus on long-term relationships and personalized service. The emphasis on online marketing strategies, tenant quality, and legal compliance further underscores the thorough approach offered by the Realtor®.

Click here to download the latest template - Landlord Presentation

The Seminar

Century 21 Heritage provides all agents access to a learning management system called Xsel. The Landlord Presentation Seminar can be found at the link below.

Login to Xsel - The Landlord Presentation