

## **Sales Meeting:**

**3-30-10**

### Standing Stone

Reviewed Article

Discussed the NEW CAP RATE on SID taxation. GOOD THING

### Sante Fe Point

Great community for price point

Reminded everyone, community already annexed

### Warranty Calls

Refer customers to: mailing address, fax, direct email, or website

After closing, our customers become CELEBRITY's customer. DO NOT BE THE "GO TO PERSON" for the buyers. It does not do them, you, or Celebrity any favors.

### Price Sheets and Handouts

Make Certain they are CORRECT

### Calling Homes Off The Market

Calling a home off the market is done ONLY when the customer is sitting across from you and ready. They must also have a depositable EMD. If it is a contingency upon closing another home, they also must have ALL of their docs. ONLY THEN is a property entered into the Loan Tracking System.

### Plans & Specs

Must be turned in within 48 hours of you receiving them. Prepare your buyers.

### Moving Lenders

Celebrity will not switch lenders after contract. On rare occasions we may consider it, but certainly not until loan commitment is received from original lender.

### SALES SEASON

This is Sales Season. If you are not at the models during the weekend, let me know. I need to make certain that I have people in place that are taking advantage of this time of year.

Make certain your office, models, and communities are clean. (how does your vehicle look?)

### Exterior Colors

On "Color Homes" get the exterior color selections made asap.. with the good weather, Celebrity will be painting much sooner. Trying to avoid escrows

Make certain ALL of your buyers have selected their INTERIOR and EXTERIOR colors. (if they are at color stage)